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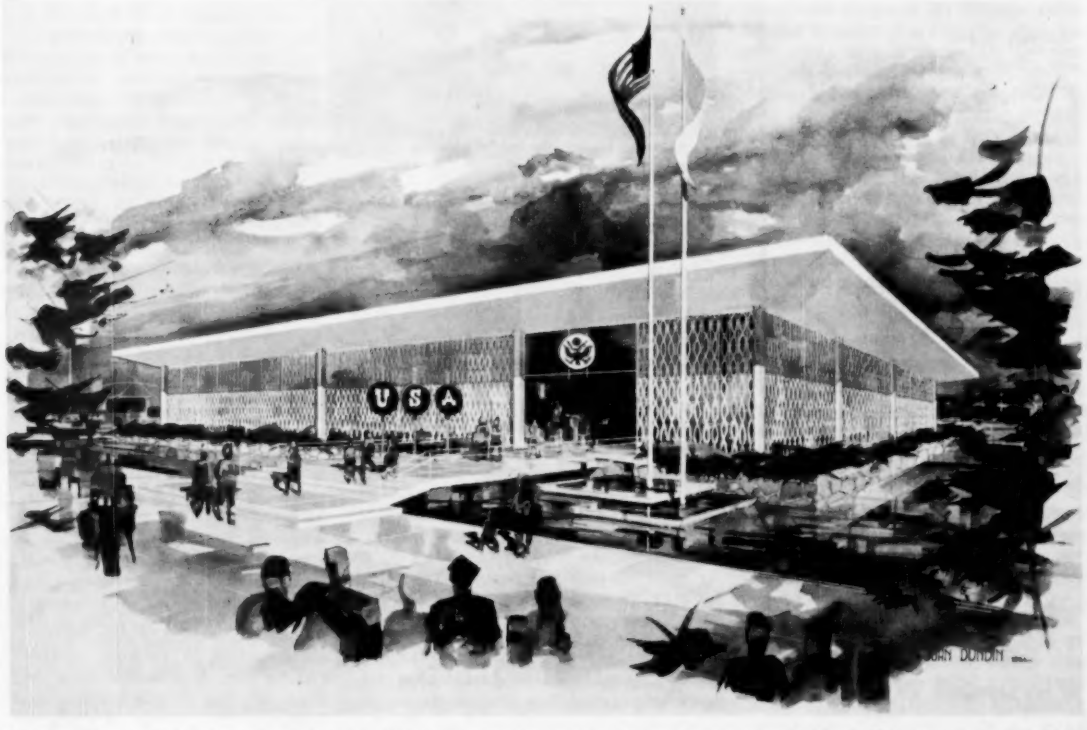
Japan's Postwar Recovery Spurs Boom In Trade With U.S.

—*Special Supplement:* Pages S1-S12



This pavilion will be the site of the U.S. Exhibition at the Osaka, Japan, International Trade Fair (story, page 486).

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Foreign Commerce Weekly

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New Standards To Be Established For Inter-American Raw Materials

SECRETARY of Commerce Luther H. Hodges has announced a new program in the Department to cooperate with Latin American nations in establishing standards for their raw materials and manufactured goods that enter into inter-American commerce and trade.

"We regard the creation of this program both as an opportunity to help in realizing the aims of President Kennedy's Alliance for Progress and as a specific means to further insure the promotion of trade within the Americas," the Secretary said.

The Commerce Department will work closely with the recently organized Pan American Standards Committee in their effort to set up a framework of standards governing quality, varieties, testing methods, and other variables for ten major categories of commodities, Secretary Hodges said. He emphasized that the program is designed to be consistent with and to further the objectives of the Alliance for Progress being administered by the U.S. Agency for International Development.

NBS Official To Head Program

Dr. Archibald T. McPherson, an associate director of the Department's National Bureau of Standards, will head the new program which will operate in Commerce's Business and Defense Services Administration.

The original impetus for Pan American standards, the Secretary said, came from the Ministers of Finance or Economy of the American Republics who saw that standards for the raw and manufactured goods which they produced were a basic necessity for the development of their economies. In the United States, the Federal and state governments and several hundred scientific and technical societies have spent millions of manhours and large sums of money in developing the standards, codes, and specifications on which our industrial economy is based.

New Standards in More Useful Form

"Our new program," he stated, "will make this experience available to the Latin American countries, thereby facilitating the development of standards which will enable Latin American products to be supplied in a form more useful to U.S. industry and consumers. At the same time adequate Pan American standards for manufactured items will be advantageous to the United States by enabling producers of exported products to meet the requirements of the Latin American market which are often quite different from those of our domestic market."

The countries that now hold membership in the Pan American Standards Committee are Argentina, Brazil, Chile, Colombia, Mexico, Peru, United States, Uruguay, and Venezuela. The U.S. member is the American Standards Association, a nongovernmental agency which has served for many years in the field of national and international standards.

U.S. experts on standards, in working with their Latin American colleagues, will have an excellent opportunity to determine the extent to which our use of English units of measurement may affect trade with Latin American countries, all of which employ the metric system.

Translations Contemplated

One important service contemplated under the new program is the translation of pertinent U.S. standards into the three languages of the Hemisphere—Spanish, Portuguese, and French—to the extent that specific standards are of interest to the respective countries using these languages.

Dr. McPherson has been responsible for codes, specifications, test methods, and international standards for industrial materials at the National Bureau of Standards. A 1918-appointee to the NBS staff, Dr. McPherson has also served as chief of the NBS Rubber Section, and head of the Division of Organic and Fibrous Materials. He became an associate director of the Bureau in 1951. Long active in various professional societies, Dr. McPherson is a past president of the Washington Academy of Sciences. His career at the Bureau has included work in the fields of gas chemistry, electrical insulation, natural and synthetic rubber, and high polymers.

Alliance for Progress Program Takes Hold In Latin America

by Teodoro Moscoso

United States Coordinator
Alliance for Progress Program

TODAY Latin America is clearly in the midst of a far-reaching revolution.

It is not a communist revolution or even communist-inspired, though the communists are exerting every effort to ride it for their own purposes. It is a revolution against poverty, illiteracy, social injustice, and human despair.

The industrial revolution is also taking hold in many parts of Latin America, often spawning urban slums where poverty is accompanied by rootless despair.

For the United States, there can be only one possible course: To assist this peaceful revolution whole-heartedly with our resources and skills, with our political and moral backing, and then to see that it is not perverted or derailed en route.

The Alliance for Progress is already launching its programs and gathering momentum. No one in his right mind, least of all myself, would pretend that the task will be easy. Even if the situation were not so volatile, the sheer scale of the economic job is staggering.

Latin America's rate of population growth is probably the greatest in the world. Today there are nearly 200 million people in Latin America. By the end of the century—in only 38 years—there will be 600 million, twice as many as in the United States at that time. This means that Latin America will have to run very fast just to stand still, even in terms of today's living standards which are so desperately low.

Per capita income statistics smack of the cold detachment of the economist, but they are worth projecting in human terms. The average per capita income in the United States is $2,300; in Latin America it is $270. In other words, the average Latin income per person is about one-eighth as much as that in the United States.

Income Distribution

But even this figure does not render the true extent of poverty. For in many parts of Latin America, so much of the income is concentrated in the hands of a few rich, and so little in the hands of the many poor, that most people don't even come close to earning the average per capita income.

The principal objectives of the Alianza para el Progreso, as laid down in the Charter of Punta del Este, are: First, to increase per capita income; second to achieve a more equitable distribution of national income; and third to diversify the national economies of Latin American countries.

Teodoro Moscoso

These are the cardinal points which will be the focus of our efforts.

Each Latin American country will draw up and present its own long-term development plan. This will in turn be reviewed by the panel of experts or "nine wise men" of the OAS, who will counsel and assist each country in evolving a plan which will best accomplish the objectives under the Charter of Punta del Este.

More progress has been made in this direction than is commonly realized. The long-term development plans of two countries, Colombia and Bolivia, have already been presented; those of at least three other countries are expected soon.

All the Latin-American countries signing the Charter of the Alliance obligated themselves to undertake necessary reforms including land reform and more equitable tax structures. The Declaration added that "these profound economic, social, and cultural changes can come about only through the self-help efforts of each country."

Moreover, when the U.S. Congress passed its economic aid legislation last September, it specified that the President, in making loans and grants to developing nations, shall "take into account the extent to which the recipient country shows a responsiveness to the vital economic, political, and social concerns of its people and demonstrates a clear determination to take effective self-help measures."

The legal and moral framework in which we must work is amply clear on these points. The United States is committed to giving maximum support to those countries which inaugurate necessary social reforms and make energetic self-help efforts.

Human Resources

The success of economic development programs depends on human resources. If the people of a country are healthy, educated, and purposeful, development programs usually work well, even where natural resources are severely limited. But where the people are diseased, illiterate and inert, a development program has little hope for success unless these human resources are developed along with the economic resources. In other words, improving the education and health of the great bulk of the people is not just the fruit of development but is also an essential means of development. People must be developed, if industries and agriculture are to be developed.

While $20 billion of public and private funds from the United States and other foreign sources will be a powerful stimulant and catalyst for economic development over the next decade, the Latin countries must contribute at least five times as much to their own development if the Alienza is to obtain its full potential. And it is the Latin American political and intellectual leaders who must strike the spark of hope and unleash the creative energies of their people in an effort which promises to be one of the great epics of our Hemisphere.

Almost unnoticed in the U.S. press a few months ago, seven Latin American countries laid the solid groundwork for a Latin common market. Meeting in Uruguay, the representatives of Argentina, Brazil, Chile, Mexico, Paraguay, Peru,

(See Alliance, page 482)

United States Concludes Tariff Negotiations in Geneva

THE United States on March 7 announced the conclusion of tariff negotiations in Geneva which had been underway since September 1960. The talks just concluded involved negotiations with the European Economic Community (EEC), the United Kingdom, and 24 other countries.

These negotiations, the largest and most complex in the 28-year history of the Trade Agreements Act, produced results of great importance to the United States.

In general, the EEC agreed to an exchange of concessions involving a phased 20% reduction in most of the industrial items making up its common external tariff. The Community's freedom to negotiate on certain agricultural items was hampered by the fact that its Common Agricultural Policy was still in process of development. Nevertheless it agreed to various arrangements—including a number of important tariff cuts—which will ensure for the present that most agricultural exports of the United States will be able to maintain their position in the Community's markets.

U.S. Objectives Twofold

The U.S. objectives in the negotiation were twofold: (1) To secure reductions in the Common External Tariff which would expand trade between the EEC and the United States and (2) to ensure that the Common Agricultural Policy took account of the interests of U.S. agricultural exporters. These objectives were sought in the framework of the long-run U.S. policy of maintaining and expanding trading relations among free world nations.

The United States, operating under the severely circumscribed authority of the present Trade Agreements Act, was unable to offer concessions of equal value to the Europeans. This was true even though the President went below the peril point rates recommended by the Tariff Commission on a number of items covering $76 million of imports into the United States in 1958. In spite of the inability of the United States to offer equivalent concessions, the Community agreed to close the negotiations on the basis of the concessions finally offered by the United States.

In the exchange of new tariff concessions in the form of reductions or bindings at fixed levels, the United States received concessions on a trade volume of approximately $1.6 billion in return for adjustments and commitments, to take effect in most cases on two steps one year apart, on U.S. tariffs covering commodities with a trade volume of $1.2 billion.

In other negotiations for compensatory tariff adjustments, where contracting members of the General Agreement on Tariffs and Trade (GATT) had altered or withdrawn previous concessions, the United States received concessions on a trade volume estimated at $2.7 billion to replace concessions withdrawn or modified in the amount of $1.6 billion. The central feature of this phase of the Geneva negotiations was the replacement of tariff concessions granted by the EEC member states before they formed the Common Market with concessions to be incorporated in a new Common External Tariff. The EEC adjustments thus made in the Common Market tariff affect trade valued at $2.5 billion.

Compensatory tariff concessions on the part of the United States were limited, covering trade valued at $30 million.

The new tariff reductions obtained from the EEC include items of major importance to U.S. export trade to the Common Market area. Most of these concessions were reductions of 20%. There were, however, a number of reductions of more than 20%, the most important of these being reductions of 24 and 26%, respectively, in the common tariff on automobiles and parts. Other categories of particular importance to the United States were chemicals and pharmaceuticals, industrial and electrical machinery, textiles, canned and preserved fruits, and fats and oils.

Principal concessions granted by the United States included automobiles, certain classes of machinery and electrical apparatus, certain types of steel products and some classes of glassware. The United States automobile concession will reduce the duty on automobile imports into the United States from 8½% to 6½%.

For various technical reasons, it is impossible to make exact comparisons of the general tariff levels of different countries. Nevertheless, it appears that as a result of the negotiations just concluded at Geneva, the general tariff level of the EEC is roughly comparable to that of the United States. In some items, the U.S. level exceeds that of the Community; in other items, the opposite is the case. The major difference in the two tariff structures is that the EEC has fewer prohibitively high tariffs than the United States as well as fewer extremely low tariffs.

U.S. Deals With Other Countries

In its negotiations for new concessions at Geneva, the United States dealt not only with the EEC but also with Austria, Cambodia, Canada, Denmark, Finland, Haiti, India, Israel, Japan, New Zealand, Norway, Pakistan, Peru, Portugal, Spain, Sweden, Switzerland and the United Kingdom.

Negotiations for compensatory concessions, in addition to those with the EEC, were held with Australia, Brazil, Canada, Ceylon, Finland, Haiti, Indonesia, Japan, the Netherlands Antilles, Pakistan, Peru, the Republic of South Africa, Sweden, and Turkey.

While negotiations by the United States with all the named countries except Spain have been completed, final agreements have not been concluded with some countries, which have either not completed their negotiations with other countries or have not yet completed the necessary domestic procedures. When all negotiations have been concluded, additional benefits will accrue to the United States from the concessions exchanged between other countries.

Further details concerning the agreements concluded at Geneva are contained in a publication entitled "Analysis of United States Negotiations," which has been issued in two volumes. Volume I, *Department of State Publication 7349, Commerce Policy Series 186*, released in March 1962, describes the agreements with the EEC and the reciprocal agreements for new concessions, is available for $1.25; Volume II, *Compensatory Negotiations*, describes the compensatory negotiations and is available for $0.35 per copy. These publications may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

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A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

BRIEFS ON WORLD COMMERCE

- AUSTRALIA.—U.S. share of Australian import market increased 1.7% during December 1961 quarter over that of September quarter to 19.8% of total imports of A£201 million ($228 million). Sales of vegetable substances and fibers, other than cotton, and manmade fibers increased by 81%; sales of tobaccos were up 37%; pulp, paper, and board imports from U.S. increased 21%; U.S. sales of rubber and rubber manufactures rose by 54%. Imports of U.S. motor vehicle bodies, chassis, parts fell by 48%.

  A $2.8 million plant to produce centrifugally spun, cast-iron pressure pipe has been opened in Melbourne suburb by Metters-Clow, Pty., Ltd. Firm is jointly owned by James B. Clow & Sons, Inc., Chicago, and the Metters group, whose parent company is General Industries, Ltd., Sydney. Plant, which will employ about 100, has approximate capacity of 80,000 tons of pipe a year, principally for water, gas supply, and sewerage purposes.

- AUSTRIA.—Decrease in Austrian tariff on fruit juices negotiated during GATT Tariff Conference in Geneva should, when put into effect, lead to increased consumption and additional U.S. export opportunities. Israel, enjoying same reduction, probably will maintain dominant position in Austrian market, however.

- CAMBODIA.—Government plans to increase country's seed cotton production from 5,300 metric tons in 1960-61 crop year to 20,000 tons in 1961-62, giving Cambodia exportable surplus of 4,500 tons of cotton fiber in next crop year.

- CHILE.—The West Coast of South America Shipping Conference has announced application of a $4-per-ton surcharge on southbound cargo discharged at ports of San Antonio and Antofagasta, effective April 23. Surcharge may be withdrawn, however, if labor difficulties in the two ports are settled before effective date without increased cost to shippers.

- COLOMBIA.—Factory for production of wrapping and sacking paper to be constructed at Cali by new corporation, Celulosa y Papel de Colombia, S.A.; $1.4 million of $3.4 million cost being financed by Inter-American Development Bank. Completion scheduled for early 1964.

- CONGO, REPUBLIC OF THE (LEOPOLDVILLE).—U.S. has made available to U.N. $10 million to finance import into Congo of U.S.-origin goods.

- FRANCE.—Compagnie Generale de Constructions Telephoniques is constructing and equipping 12 new telephone exchanges in Chile this year. In all, 23,900 lines included in contract, worth $3.5 million.

- GERMANY, FEDERAL REPUBLIC OF.—A German company has completed construction of 2 monorail trains for Alwac International Corp., to be used in transporting visitors to Seattle World's Fair. Traveling 60 m.p.h., trains will carry 460 persons from downtown Seattle to exposition grounds in 96 seconds.

  Continental Oil Corp. of Delaware has become 20% partner with DEA and Scholven Chemie in refinery at Karlsruhe. Conoco has contract to supply crude oil from Libya to DEA; also is partner in Condea, a petrochemical plant at Brunsbuettel.

In addition, Conoco is developing distribution system for oil products in German market, having purchased SOPI chain of service stations in 1960.

Phoenix Gummiwerke AG, Hamburg-Harburg, manufacturer of tires, has announced price reductions up to 4% for almost all types of motor vehicle tires. All other large tire producers reported to be considering similar price reductions. One explanation given for lower prices is competition from foreign tire imports.

Volume of Federal Republic trade with Sino-Soviet bloc (including Soviet Zone of Germany) decreased 3% in 1961 to $1,480 million, marking first interruption of upward trend characteristic of West German-bloc trade in postwar period. A 57% reduction in trade with communist China and substantial loss of interzonal trade were primary factors. As in 1960, latter comprised approximately 1/3 of total West German trade with bloc.

The British Rover Co. reportedly has established a subsidiary in Frankfurt to sell Rover vehicles in Germany and other European countries. Will provide service facilities, including spare parts depot and service school.

Officials of General Motors Corp. and Adam Opel AG. Russelsheim, visited Berlin recently to explore possibilities of investment in West Berlin and expressed interest in further investment. Will send team of engineers and production experts shortly for more detailed survey.

- HONG KONG.—United Arab Airlines will become 19th international air carrier to serve Colony when route is extended to Far East in the spring. Services with Comet 4C aircraft will commence May 19, 1962, and include stops in Hong Kong and Tokyo. Airline also seeking to extend services to West Coast of U.S.

- INDIA.—Latest study of consumption trends of petroleum products, made by the Western international oil companies, estimates India's requirements in 1966 at 16 to 17 million metric tons. Local production of 5 million tons indicates 30% level of self-sufficiency in crude oil in that year.

  World Bank extending loan of $20 million to Industrial Credit & Investment Corp. of India, a privately owned development bank, to finance foreign exchange loans to private industry in India.

  Soviet Union will finance estimated $114 million foreign exchange cost for expansion of 1-million-ton Bhilai steel plant to capacity of 2.5 million tons. Plant in January became first of 3 government-owned plants to produce at rated ingot capacity.

  Government has announced that industrial projects not exceeding $210,000 in fixed assets and irrespective of number of persons employed, need not obtain industrial license to start new lines or expand existing ones.

  A 2-million-ton public sector oil refinery will be established at Koyali near Baroda in Gujarat State with Soviet technical and financial assistance. Foreign exchange costs estimated at $21 million.

  A significant deposit of high quality fluorspar has been discovered in Baroda district, Gujarat State.

- INDONESIA.—Government reportedly now permits exporters in Indonesia to retain 15% of foreign exchange earnings, as added incentive to export.

- IRAN.—A large pharmaceutical plant, owned by Pahlevi Foundation, and under construction in Tehran, is scheduled to begin making broad range of products this year under license from Allen-Hanbury of U.K. Its establishment has stimulated several U.S. and European suppliers to Iranian market to consider erecting plants in country.

- IRELAND.—Government has taken decision "in principle" that system of decimal coinage be established in Ireland. This decision is independent of proposed

metric system of weights and measures, still under review by Minister of Industry and Commerce.

- ITALY.—Economic highlights of new "center-left" Government's program announced as follows: Economic planning—assigned to a new Ministry of Budget and Planning; planning committee—will draw up long-term national economic goals and 5-year sector plans, including incentives for private enterprise; power industry—nationalization of nuclear power and creation of a National Electric Power Agency which will gradually acquire existing power installations; taxation—a fiscal policy based on equitable taxation which avoids new taxes while eliminating fiscal evasion.

  International General Electric Co. has been awarded $8 million contract to supply electrical equipment for 2 steel mills, at Taranto and Terni, that will be among most advanced in Europe.

  Westinghouse Electric International, together with Marelli Corp., will supply $9 million of electrical equipment to 6 Italian steelmakers, including computerized automatic steelmaking controls systems, first in continental Europe.

- JAMAICA.—Glamourise Foundations Inc., New York, successfully negotiated with Ministry of Trade and Industry to form subsidiary, Jamaica Maid, Ltd. Firm will manufacture foundation garments in plant employing 500 workers.

  Inauguration new jet-flight service New York-Jamaica nonstop soon likely as PAA application to CAB approved.

- JAPAN.—Foreign reserves fell to a low of $1,486 million at 1961 yearend from $1,824 million at start of year. Deficit on 1961 current account was $1,085 million, compared with $111-million surplus in 1960.

- MOROCCO.—Government has announced signing of definitive contracts with the German firm Lurgi for construction of sulfuric acid plant and with French firm Krebs for triple superphosphate and phosphoric acid plant at Safi. U.S. firm Blaw-Knox has been hired to supervise construction and provide technical advice.

- NETHERLANDS.—Chrysler International S.A., Rotterdam, is discontinuing the Simca assembly for Benelux area. With growth of European Common Market, it was considered no longer economically justifiable to assemble Simcas in Rotterdam.

  Fokker Aircraft Works of Rotterdam is planning development and construction of its new F-28 medium jet transport in cooperation with number of foreign firms. Firm reported to favor international cooperation in view of large sums involved in developing new types of aircraft. Fokker acts as northern assembly center for one group of NATO firms producing the Starfighter.

  Dutch paper firm Leeuwarder Papierwarenfabriek of Leeuwarden and British Cellophane, Ltd. will establish joint firm in Netherlands for production of transparent plastic packaging and wrapping materials. Plant, expected to be in production by end of 1962, will act as agent within Common Market for products of British Cellophane, Ltd. and its subsidiary, Colodense, Ltd.

- PHILIPPINES.—Central Bank on March 2 announced elimination of requirement for a minimum 25% advance deposit on imports classified as essential consumer, essential producer, and decontrolled items. Advance deposits already made for importation of such items are to be released.

  President Macapagal has submitted to Congress foreign investment legislation which provides for capital repatriation and remittance of profits guarantees and outlaws expropriation.

  U.S. Embassy reports increasing investment inquiries by Americans as result of decontrol program, promulgated January 21, which lifted foreign exchange controls and freed the peso.

  Mitsubishi Mining Co. of Japan will lend Atlas Consolidated Mining & Development Corp. of the Philippines $7.5 million in cash and machinery for development

of new copper deposit, estimated at some 50 million tons, near Toledo Copper Mine on island of Cebu.

- SOUTH AFRICA, REPUBLIC OF.—The South African Bill, published in London and intended to adjust U.K.-South African relations following latter's withdrawal from Commonwealth, reveals that, for present, South Africa will remain a part of Commonwealth preference area.
- SPAIN.—Sharp increase in value of imports in 1961 over 1960, from US$549 million to $657.7 million, attributed partly to rise in imports of raw cotton, wheat, coal, machinery, and iron and steel. Imports from U.S. rose by $9.8 million to $50.1 million, led by increased sales of cotton and wheat.
- SUDAN.—First industrial tannery opened at Khartoum last month. Reputed largest tannery in Africa, it has daily capacity of 18 tons. Government-owned plant constructed with Yugoslav loan for estimated $1.8 million. Sudanese civil servant manager declared prices will be competitive and expressed hopes U.S. importers will be interested.
- SWITZERLAND.—Swiss farmers spent estimated $34.5 million for purchase of new tractors and other agricultural machinery during 1961, in move to increase mechanization of agriculture because of lack of farm workers. Light multi-purpose tractors capable of being operated by one person reportedly were most in demand.

  Swiss coffee consumption averaged 5 kilos per unit of the population in 1961. Instant coffee became more popular, accounting for 30% of total coffee sales in past year.
- SYRIAN ARAB REPUBLIC.—American tire representatives in Aleppo hope to increase imports of U.S. tires significantly this year following lifting of import restrictions. Importers state need for credit facilities to compete with Japanese and European manufacturers, who reportedly offer 120- to 180-day credits without requiring bank guarantees from their Syrian agents.
- TRINIDAD.—Firms interested in finding local agents, importers, or exporters can have their proposals printed in the new Monthly Bulletin of the Trinidad and Tobago Chamber of Commerce in Port of Spain.
- TUNISIA.—Swiss group Nestle and Tunisian Government quasi-state agencies recently have established new corporation, S.I.P.A.D., for importation and wholesale marketing of food and dietetic products.
- TURKEY.—Nonquota imports reportedly will not be allowed for this year's Izmir Trade Fair beginning in September.
- UNITED ARAB REPUBLIC (EGYPT).—Recent American licensing agreements include: Establishment of Pfizer-Egypt S.A.A., to produce a line of pharmaceutical products in Cairo suburb of Heliopolis; and Food Machinery Corp. arrangement with Egyptian military factories for production of Shur-Rane irrigation equipment.
- VENEZUELA.—Now subject to prior import licensing are edible eggs, not in shell, liquid, frozen, or dried (Venezuelan tariff No. 025-02-00).
- VIET-NAM.—Import duty on essential raw materials and machinery has been eliminated and the number of tariff categories drastically reduced, as one of principal consequences of recent fiscal reforms. An "austerity" tax has been imposed on importation of goods considered nonessential.

  The following exchange rates have been put into effect as result of this year's monetary reforms: An effective import rate of 60 piasters per US$1; export rate of 60 piasters per dollar, exclusive of special subsidies which may range from 5 to 15 piasters per US$1; and a rate for invisible transactions at 73.5 piasters per US$1.

NATO Projects in Turkey For Storage Facilities Opened to U.S. Bidders

Three new projects in Turkey have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

All three projects call for construction of storage facilities at separate locations.

The first project calls for construction of special storage facilities. The work includes buildings, roads, hardstands, aircraft shelters, communications, electric distribution, heating, and fuel supply.

The second and third projects call for construction of ammunition storage facilities. The work includes buildings and parking area. These projects are at two different locations.

Only a single project will be awarded to any one contractor.

Eligible firms interested in bidding should submit applications on a prescribed form, before Mar. 20, to Milli Savunma Bakanligi, NATO Hava Enfrastruktur Grup Baskanligi, Paris Caddesi No. 52, Kavalidere, Ankara, Turkey.

A copy of the tender notice including the prescribed form is available on request from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should send a resume of their qualifications to the Business Services Division, as described in the brochure on the NATO international competitive bidding program, available from that Division.

Tenders for Desalting Plant Sought by Western Australia

The Government of Western Australia has called for bids on the supply and installation of a small desalting plant.

The plant to treat sea water at Rothnest Island near Perth in Western Australia is to be capable of producing either 250 gallons an hour or, alternatively, 1,000 gallons an hour of fresh water in a continuous process. The type of plant is completely open to bidder's choice.

Bids should reach Minister of Works, Public Works Department, St. George's Terrace, Perth, by 2:30 p.m., May 1.

Tender documents may be obtained from the contract clerk in the Public Works Department. Estimated cost of the 250-gallon-an-hour plant is $27,000; 1,000-gallon-an-hour plant, $56,250.

12 Foreign Governments Invite Bids

Iraq Wants Floor Mats, Pakistan Asks Meters, Peru Needs Cable

SEVERAL foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers. These opportunities are listed below. With each item, the date given is the closing date on which bids will be accepted.

Bidding instructions, specifications, and other pertinent data are available, on loan to firms domiciled in the United States, from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

Ceylon

Machinery for bleaching, dyeing and screen printing **cotton textiles** for use by Cottage Industries. Apr. 10. Chairman, Tender Board, Ministries of Industries, Home and Cultural Affairs, P.O. Box 554, Colombo 7.★

India

Current limiting reactors, 3-phase. Apr. 15. **Switchgear, transformers,** and **related equipment** for 30 miles of power transmission system. Apr. 15. Ahmedabad Electricity Co., Ltd., Ahmedabad 1, Gujarat State.★

Beam bending machine, 1, for beams up to 16 in. wf (59 lb. 1 ft.). Until 11 a.m. Apr. 27 by Shri T. K. Kalia, Superintending Engineer, Procurement Circle, P.O. Nangal Township, Dist. Hoshiarpur, Punjab. On reference to D/ENQ/421, brief specifications available on request from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

Steam condensers, 2, with auxiliary equipment. May 16. Controller of Purchases and Stores Damodar Valley Corp., Anderson House, Alipore, Calcutta. Specification may be obtained for $21.

Turnkey job for coal washing plant, tender HSL/CWP/DGD-II, bid deadline extended from Mar. 31 to Apr. 30. Documents available on payment $105.00 (not refundable) Ref.: D/ENQ/389, from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. (FCW, Jan. 1, 1962, p. 7.)

Single wheel wagon shunters, 6. Apr. 17. Tender documents available for 5 rupees (US$1.05) from Chief Engineer, Madras Port Trust, Madras 1. ★

Iran

Cigarette paper, 196,000 rolls. Apr. 21. **Bobbin paper,** 450 tons. Apr. 10. Bids invited by Iranian Tobacco Monopoly, Ministry of Finance, Tehran.★

Cable, 26 kilometers of quad type trunk voice frequency. Apr. 9. Procurement Department, Ministry of Posts Telegraph and Telephone, Ave. Kooshk, Tehran.★

Sodium nitrate, 620 tons, Apr. 24; **packing paper for dynamite,** 15 tons, May 9; **ammonium nitrate,** 160 tons, May 5; **materials** (chemicals) for surface improvement, various quantities, Apr. 5. Edareh Taslihate Artech, DT/Section, Kh. Jale, Tehran (Armament Dept. of Imperial Army).★

Electronic tubes (transmitter and receiver), 165 items in various sizes and quantities totaling 11,610; tender 4781-15/5/40; June 5. Department General of Civil Aviation, Ministry of Roads, Tehran.★

Service boat, 1; Apr. 23.★ **Timbers;** Apr. 21. **Motorboats;** May 5. Specifications available for 1,000 rials (US$13.20) for each item from Ports and Navigation Organization Offices, 333 Naderi Ave., Tehran.

Carpenters' handtools, including 300 doz. 12 in. handsaw blades, 100 each of

(See Tenders, page 470)

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

AUSTRALIA—Development projects costing £13 million (£1=$2.25) planned in Botany, New South Wales, area by Imperial Chemical Industries of Australia and New Zealand, Ltd., 380 Collins St., Melbourne, Victoria. (FCW, Aug. 7, 1961, p. 16.)★

Swindell-Dressler Corp., Casey Bldg., Pittsburgh 30, Pa., assisting in establishment of continuous tunnel **kiln pipemaking plant** in association with Mellody's Pottery Pty., Ltd.

Australian Sisalkraft Pty., Ltd., Arthur St., Homebush, Sydney, jointly owned by St. Regis Paper Co. and F. W. Williams Holdings Co. of Sydney, plans extensions to its **polyethylene plant** at Homebush, New South Wales. Cost set at £400,000.

Construction being initiated at Crane Co.'s new **factory** at St. Mary's, near Sydney. Initial capital investment set at £500,000. Firm's address is 836 S. Michigan Ave., Chicago 5, Ill.

Site being sought by Deere Co., 1325-29 Third Ave., Moline, Ill., for new **factory.** Plant would be located at Yennora, New South Wales.

BELGIUM—New Ford Motor Co. **plant** to be built at Genk.

CHAD—Les Brasseries du Logone, Moundou, Chad, received Government approval to undertake construction and installation of **brewery** at Moundou.

CONGO—Belgian firm, La Compagnie des Grands Hotels Africains, considering construction of **hotel** in Brazzaville.

New $1,060,000 **teacher training college** to be constructed in Brazzaville with financial aid of FEDOM (Common Market's European Fund for Development of Overseas Countries and Territories).

INDIA—Nestles Products (India), Ltd., to expand new **condensed milk plant** at Moga in Ferozepur district, Punjab, to include powdered and sterilized milk and other milk products.

ITALY—An 8-billion lire ($12.9 million) **glass factory** to be erected in Trieste industrial port area by Montecatini, Societá Generale per l'Industria Mineraria e Chimica, Via Turati 18, Milan.

Renewed interest in construction of **bridge** over Straits of Messina (FCW, Dec. 4, 1961, p. 11) has been confirmed through appointment of study group by Ministry of Public Works to do final research and to prepare specifications for the project.★

A 2.35 billion lire ($3.76 million) loan from European Investment Bank to pave way for the following construction projects:

Potassium salt processing plant for Trinacria Co., Enna, Sicily.

Industrial valves plant at Patti, near Messina, Sicily, for Wespa Co.

Candy factory at Patti for Tyndaris Co.

Clothing plant at Pescara for Monti Co. di Antonio, Via Mario Pagano, 37/39, Milan.

JAPAN—Mitsubishi Monsanto Chemical Co., Ltd. (Mitsubishi Monsanto Kasei K.K.), No. 4 Marunouchi 2-chome, Chiyoda-ku, Tokyo, to construct **plant** in Nagoya to produce **foam styrene paper** under technical agreement with Monsanto Chemical Co., 800 N. Lindbergh Blvd., St. Louis 66, Mo.

Nippon Light Metal Co., Ltd. (Nippon Keikinzoku Kabushiki Kaisha), No. 2 Ginza Nishi 7-chome, Chuo-ku, Tokyo, to increase its **aluminum refining** capacity from 90,000 metric tons annually to 125,000 tons by 1970.

KOREA—U.N. Special Fund financing has been requested to enable the Government to initiate **survey and construction projects** costing over $4.5 million. Further $2 million to be requested later.★

Ulsan City, Kyongsang-namdo, to be site of **industrial complex** which will include several plants and other facilities.★

KUWAIT—Several projects presently being planned for Kuwait (FCW, Dec. 11, 1961, p. 12) may offer potential opportunities for the sale of **kitchen equipment.**★

LIBERIA—In addition to **loading facilities** for Bong Range iron mine, German-American Mining Co. (DELIMCO), Monrovia, will build 50-mile **railroad,** a large **beneficiation plant,** a 24,000 kw. **powerplant,** and an 8-mile **aqueduct** and **power station** on St. Paul River. (FCW, June 26, 1961, p. 17.)

MOROCCO—Ministry of Public Works, Rabat, Morocco, intends to enlarge **port** of Casablanca.

NORWAY—Norwegian Cooperative Union and Wholesale Society to build **chain of department stores** throughout Norway. Equipment and supplies expected to be furnished through local channels; construction will be in hands of local cooperatives. U.S. contractors desiring to participate should contact Mr. Skraastad, Arkitektkontoret, Norges Kooperative Landforbund, Revierstradet 4, Oslo.

PAKISTAN—Pakistan Industrial Development Corp., PIDC House, Kutchery Rd., Karachi 4, Pakistan, plans to spend 200 million rupees ($42 million) on **development projects** during next 5 years. These are to include **steel mill** in East Pakistan, northern extension of Sui-Multan **natural gas pipeline,** new **jute mill,** expansion of Khulna **newsprint plant, hardboard factory** at Khulna, and **petrochemical works** in West Pakistan.

PARAGUAY—Government plans to construct **highway** from Concepcion to Pedro Juan Caballero on Brazilian border. Cost of project set at $2 million. Application for Inter-American Development Bank loan pending.

PERU—Empresa Petrolera Fiscal, 224, Of. 403, Apurimac, Lima, planning to construct **refinery** at Pimentel and **petrochemical plant** at Los Organos. Total cost set at 318 million soles ($12 million).

Fosferera Peruana, S.A., to build **match factory** on Lima-Chosica Highway.

RHODESIA, NYASALAND—Depending on contract arrangement between U.N. Special Fund and British Government, **survey** of large **Kafue River basin** to be undertaken. Survey would consider Kafue hydroelectric scheme, and other water development projects.

A £2 million (£1=$2.80) **railway link** between Rutenga (on Lourenco Marques line) and Beit Bridge being considered by Federal Ministry of Transport, Salisbury, Rhodesia and Nyasaland.

SUDAN—Recently reported plans of Nile Cement Co. to construct £2 million (S£1=$2.87) **cement factory** near Kosti presently being studied by IFC engineers. (FCW, July 3, 1961, p. 24.) Firm's address is P.O. Box 1502, Khartoum.

Shell Oil Co. to build **oil refinery** at Port Sudan.

SWITZERLAND—Plans are progressing for construction of **road** to Gotthard Pass. Work scheduled to start in 1963. Consideration also given to building **road tunnel** under Mount Gotthard to provide all-weather traffic link. Write to Amt für Strassen und Flussbau, 45 Monbijoustrasse, Bern.

TAIWAN—As result of $2.2 million IDA loan, tenders are expected to be invited for **dredging equipment** and **engineering services** for maintenance and improvement of Keelung, Kao-hsiung,

(See Construction, page 457)

Ceylon Wants To Buy Two Mobile Sawmills

Bids are invited by Ceylon for supply and delivery of two complete mobile sawmills.

The tender calls for two portable trailer-mounted log-sawing machines, with power units, also mounted on a trailer. The mills should take circular saws up to 50 in. in diameter and handle logs up to 20 ft. long. Maximum length, when set up for operations, should be about 35 ft. with a maximum height of about 7 ft. Log carriage should be at least 18 ft. long with a minimum of 4 headblocks. Operator is to ride on the carriage with the log, and control all mechanisms including the carriage feed lever, set lever, receding lever, and log controls. Maximum headblock opening is to be 26 in. and the minimum opening, 1 in.

Bids should reach the Chairman, Tender Board, Ministry of Agriculture, Land, Irrigation and Power, P.O. Box 500, Colombo, not later than 10 a.m., April 24.

A copy of the tender notice, including specifications, may be obtained from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C. (quote reference No. 193/163).

Uganda Company in Market For Variety of Products

Dalwadi & Co. of Jinja, Uganda, has urgently requested price quotations and earliest possible delivery dates on the items listed below. The firm should be contacted direct. WTD is current.

Total of 16,000 lb. pure copper; 600 lb. pure zinc; 800 lb. pure tin; 600 lb. pure phosphor copper; and 600 lb. pure lead.

Total of 80,000 lb. copper; 3,000 lb. zinc; 4,000 lb. tin; 3,000 lb. phosphor copper; 3,000 lb. lead; 800 lb. antimony; 120 long tons brass scrap; 100 long tons cast iron scrap for foundry use; 25 long tons coke (ash less than 6%); 3 long tons lime stone; 200 lb. soda ash; 100 long tons sand 95-98% SI02 clay nil; 2 long tons bentonite; 4 long tons coal dust (through 150 mesh); 6 cwt. graphite; 10 cwt. antimony; 2 pneumatic molding rammers (2½ ft.); 2 pneumatic molding rammers (3½ ft.); 1 blower 1,290-1.300 cu. ft. per min. 18-20 oz. pressure; 1 pneumatic gun to patch cupola; 2 pneumatic molding rammers (2 ft.); and 5 cwt. phosphor copper (phorphorus 14-18%).

Italy's 1961 almond harvest is the largest since 1929, according to the Foreign Agricultural Service.

This season's crop is now estimated at 60,000 short tons, shelled—down 5,000 tons from earlier reports, but exceeding the exceptionally large 1957 and 1959 crops of 53,000 and 52,000 tons, respectively. The average 1954-58 production was 27,200 tons.

Construction . . .

(Continued from page 456)

and Hualien harbors. Bids will be invited through Purchasing Department, Central Trust of China or Keelung Harbor Bureau.★

TUNISIA—In addition to **hotel** to be built in Belvedere section of Tunis under recently signed contract (FCW, Feb. 19, Foreign Contract Awards, p. 289) with Hilton Hotels Corp., 720 S. Michigan Ave., Chicago 5, Ill., another **"little annex"** will be built at Amilcar, beach suburb of the city.

Asbestos cement plant to be established in Tunisia by Société Industrielle et Commerciale d'Ouvrages en Amiante Ciment (SICOAC), 68 avenue Habib Bourguiba, Tunis.

Water Treatment Plant Bids Invited by India

India invites bids for supply and installation of a rapid sand filter treatment plant estimated to cost $1,365,000. The plant, to be located at Kilpauk Water Works, Madras, is to have a daily capacity of 30 million gallons of water.

Offers, accompanied by a tender deposit of $3,150, should reach the Executive Engineer, Water Supply, Corporation of Madras, Madras 3, before April 30.

Tender documents, including plans and specifications, may be purchased from the Corporation's Water Works Engineer at $14.74 a set. This charge includes $6.30 for airmail postage.

One copy of the tender document is available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Pipe Manufacturing Plant Proposed by Iraq Company

A Government-fostered privately financed investment institution in Iraq is interested in opening a complete plant for the manufacture of galvanized and black steel pipe ranging in diameter from ½ to 24 in.

U.S. manufacturers of such equipment should write directly to the General Manager, Light Industries Co., S.A., Iskander Istifan's Bldg., Saadun St., Baghdad, giving specifications and prices. The firm also is interested in receiving proposals for a package plant or turnkey factory.

FOREIGN CONTRACT AWARDS

Several Governments abroad have awarded contracts for construction work and supply of equipment, materials, and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Australia: South Australian Ministry of Education announced contract awards totaling £450,000 (£1=$2.25) for two major school projects.★

Germany: A $2-million contract for supply of 4,000 closed-circuit transistor TV cameras was given to Nottingham Electronic Valve Co., subsidiary of Granada TV, Manchester, U.K.

Haiti: Special Service of Highway Maintenance and Improvement awarded U.S. Steel Corp. contract to construct small highway bridge over Grise River at Croix des Missions, Haiti.

India: Assam Hardboards, Ltd., 9 Ezra St., Calcutta, awarded $1,086,540 contract for machinery and equipment to Columbia Hardboard and Industrial Board Co., 3848 S. Pine St., Tacoma, Wash.

Jordan: Turriff Construction Co., Warwick, England, has been awarded Phosphate Mines Co. contract for removal of 2 million tons of steriles and raw phosphate. Firm's agent, Hamad Farhan, P.O. Box 757, Amman, presently arranging purchase of two U.S. 40-ton, DN-9 Caterpillar tractors for project.

Pakistan: Jif-Master Co., 705 Pennsylvania Ave., S., Minneapolis 26, Minn., has been awarded contract to supply four rigs costing over $19,000 by the Government's representative, Blackhawk Engineering Corp., Lahore, Pakistan. Further orders pending.

Paraguay: Ministry of Public Works and Communications expected to sign contract with Geötechnica Brasileña, a Brazilian firm, for paving of Encarnación Road (FCW, July 3, 1961, p. 24, and Oct. 23, 1961, p. 17). Firm will also build bridge over Rio Tebicuary. Project financed by $6 million IDA loan.

Uruguay: Administración de Ferrocarriles del Estado (Uruguayan Railroad Administration) awarded contract for 25 diesel locomotives to Ste. Generale de Constructiones Electriques et Mecaniques (Alsthom), 38 avenue Kleber, Paris 16, France. Entire purchase cost 39 million pesos ($3.55 million).

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

India

Plant for the cold production of Allen **screws** from ⅜ in. to ½ in. dia.; automatic **working bolt trimming and reducing machine**; complete **electrical equipment**, including motor and starter with overload and no-volt releases for a.c. 400/440 volts, 3-phase, 50-cycle, with tropical insulation. Delivered at Jagadhri. Loan 144; worldwide. Ref. NSIC/HP/2D-1812/61. Apr. 5.

Complete **tube rolling and welding mill** to manufacture welded mild steel tubes to 2 in. o.d. in wall thickness from 12G to 20G; automatic **unloader**; set **tube rolls**, complete for any diameter. Delivered at Tuticorin. Loan 144; worldwide. Ref. NSIC/HP/2M-3025/62. Apr. 13.

Mark III **tubular core manufacturing equipment** with spares. Delivered at Jodpur (N. Rly), India. Loan 144; **U.S. source.** NSIC/HP/2D-1978/62. Apr. 19.

Set flare machine, complete with electric motor ¼ hp., eight head type; **set stem machine**, complete with electric motor ⅓ hp., fourteen head type, capacity 100 pieces per hour; **set anchor-inserting machine**; **sealing machine**, complete with electric motor ½ hp. and tipping torch B burner; **exhaust machine**; **induction coil.** Delivered at Delhi. Loan 144; worldwide. NSIC/HP/2D-1967/62. Apr. 20.

Feeding conveyor for conditioning cylinder and geared motor; **conditioning cylinder** for one geared motor; **feeding conveyor** for the steam dryer MOAO or oil roaster RUM and one geared motor; **tobacco roasting machine** designed for automatic service of type RUM 1 and three motors; **connecting conveyor, platform car,** and **cigarette container.** Delivered at Bombay. Ref. NSIC/HP/2M-3031/62. **SE-45 extruder,** 1 set; 1,000 mm. **width film T,** 1 set; **dies** with three zone temperature controller; **film take up motion,** 1 set. Delivered at Indore. NSIC/HP/2B-2408/62. Loan 144; worldwide. Apr. 12.

Cotton opening cleaner; Universal **cotton refining machine** No. 4, one cylinder type; Universal **cotton refining machine** No. 3, one cylinder type; **cotton boiler**; **cotton washing machine**; **centrifugal hydroextractor**; **roller carding machine** 38 in. type; vertical **cotton collector**; horizontal **cotton conveyor**; **cotton sizing machine**; **cotton rolling machine**; **mounting parts**; **acid proof pump and cutting machine** (slitting machine). Delivered at Nagpur (India). Loan 144; worldwide. NSIC/HP/2B-2412/62. Apr. 14.

Automatic **nut tapping machine**, model MA II, completely tooled for square or hexagonal nuts, standard equipment included without electrical equipment. Delivered at New Delhi. Ref. NSIC/HP/2D-1965/62. Apr. 14.

Bids for above equipment invited by The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Parts, components, and **assemblies** for electric hardening furnace; electric normalizing furnace; electric tempering furnaces, 2; oil-fired tempering furnace; oil and water quench tanks; and charging and discharging machines. Loan 157; **U.S. source.** Ref. 41(702)/61-AID. Apr. 4. Tata Engineering & Locomotive Co., Ltd., 425 Park Ave., New York 22, N.Y. Cable Address: TATAINC, New York.★

Deep drawing quality, bright cold rolled **steel strip.** Loan 159; **U.S. source.** Apr. 2. Indo-Belga Engineering Co., Ltd., Dudheshwar Rd., Ahmedabad 1.

Industrial stethescope with accessories, attachments, and spares; inserted **tooth cutter** with standard and special accessories and spares; **mechanical indicator** with stand for external measurements, with standard and special accessories and spares; high-temperature **hardening furnace** with time switch, heating elements, connecting clips, floor tray, double refractory sheath, and other accessories and spares; **rubber hardness tester** with special standard attachments, fixtures, and spares; **single pan balance,** with accessories and spares. Loan 157; **U.S. source.** Ref. 41(19)/61-AID. Import license 995666/DLF-157/60/HQ/CG. Apr. 4. Mahindra and Mahindra, Ltd., Gateway Bldg., Apollo Bender, Bombay 1.★

Hot rolled mild **steel strip/sheets,** mill edge/slit edge, rimming quality, free from camber, approximately 3,200 m/tons. For manufacture of steel tubes by high frequency electrical induction welding. Loan 159; **U.S. source.** IL#CL/77/01101/1. Mar. 31. Kalinga Tubes, Ltd., 33, Chittaranjan Ave., Calcutta 12.★

Equipment for reconditioning 500 closed and 200 open 42 imperial gallon **drums.** Loan 157; **U.S. source.** IL#99/738/61/CG. Ref. 41(316)/61-AID. Apr. 4. Bharat Barrel & Drum Manufacturing Co. Pvt., Ltd., 95 Fergusson Rd., Bombay 13.★

Electric grinders, 5 sets, each comprising 2 hp. 1,400/3,000 r.p.m. 220 volts, 50 cycles, a.c. Single phase motor with 20 ft. long x ½ in. flexible shaft. Loan 157; **U.S. source.** Ref. 41(639)/61-AID. IL#NC/GL/MTC/6/DLF/361. Apr. 9. Standard Spares & Mechanical Works, 2443, G. B. Rd., Delhi 6. Cable address: IZZAT, Delhi.★

Ball bearings; **roller bearings,** various sizes, equivalent to SKF; angular contact **thrust bearings,** various sizes. Loan 157; **U.S. source.** IL#991193/DLF,157/61/HQ-CG. Ref. 41(694)/61-AID. Mar. 31. Kirloskar Electric Co., Ltd., P.O. Box 1017. Bangalore 3. Cable address: Rayiudaya, Bangalore.★

Cold rolled **steel strips,** 530 m/tons. Loan 159; **U.S. source.** IL#SID/C/DW/April-Sept. 61/3086. Apr. 9. Godrej & Boyce Mfg. Co., Pvt., Ltd., Lalbaug, Parel, Bombay 12.★

Continuous **sulfonating plant** to produce 1 million pounds of sodium alkylaryl sulfonate as high active detergent slurry. Loan 157; **U.S. source.** IL#991385/DLF/HQ/61/CCI/CG(III). Ref. 41(728)/61-AID. Apr. 4. Hico Products Pvt., Ltd., Mogul Lane, P.O. Box 6467, Mahim, Bombay 16. Cable Address: BATCHINOL, Bombay.★

Korea

Complete **machinery, parts, supplies,** and **accessories** for 2½ metric tons per day **nylon filament yarn spinning plant,** starting from caprolactam, together with accessory facilities, consisting of water treatment, steam generation, refrigeration and air-conditioning, and diesel electric power generation. Loan 153; **U.S. source.** Mar. 30. Korea Nylon Co., Ltd.; Interested suppliers should contact Chemtex, Inc., 850 Third Ave., New York 22, N.Y., for further information. Purchases will be made on f.a.s. port of export basis.

Pakistan

Marine **diesel engine,** 8 cylinders; complete **equipment** for a **fishing trawler** inclusive of 36 in. steering wheel, pilot house, ship's bell, and anchor; **fishing nets** for trawler with trawl doors, cables, semi balloon cartons, reels, bridles, spare parts and items, needles netting; slow-speed marine **diesel engine,** complete with generator and accessories, complete re-

frigeration equipment and insulation for barge for holding 75 tons of frozen shrimp and other seafoods. Loan 100; ICA Code 899, worldwide. Maximum credit amount, $88,200. Apr. 5. East Pak Cold Storages, Ltd., c/o Spencer & Co. (Pakistan), Ltd., McLeod Rd., Karachi. Cable address: PORTEDOS, Karachi. Copies of specifications may be obtained from Bank of America, Far East Division, 37-41 Broad St., New York 15, N.Y.★

Taiwan (Republic of China)

Spare parts for Lima **power shovel chassis,** model 1201 Serial 4145, 4125, and 4121. Loan 47; worldwide. Credit amount, $8,949.42. Apr. 4. The Hua Nan Commercial Bank for Taiwan Cement Corp., 113, Sec. 2, Chung, Shan N. Rd., Taipei.★

Unwinder, one; **machine coater** with 7 ft. dia. x 1750 mm. dryer part and jet drying system; seven **bowls; calender; pope reel; 3-double geared floor cone system; line shaft** and **driving device** with 50 hp. commutator motor; 2m.3 **Z-type claymixer; casein cooker** and **yaria Z-type screen.** Loan 47; worldwide. Credit amount, $67,635.00. Apr. 10. Central Trust of China for Shihlin Paper Corp., 42 Tai Yuan Rd., Taipei.★

Thailand

Service entrance **fusible devices** and **fuses.** Loan 19; worldwide. Invitation PDC-MEA-114. Apr. 9. Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Copies of complete invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

Yugoslavia

Sharpless **P600 super D-conter,** or equal, item X-8635, 1; stainless steel **pilot plant,** similar to Podbielniak Model 2-160, X-8636, 1. **Pipe supports and platforms,** requisition 102; cast iron **water mains,** requisition 105. Requisitions prepared by Simon-Carves, Ltd., for the polyethylene plant. Loan 135; **U.S. source.** Apr. 5. Invest-Import, Terazije 5, Belgrade. Detailed specifications may be obtained by prospective bidders from Invest-Import, Suite 4819, 500 Fifth Ave., New York 36, N.Y., where quotations are to be sent.

Hong Kong Periodical Plans U.S.-Far East Trade Story

A special supplement, entitled "America and Asia, 1962," is scheduled to appear in the June 28, 1962, edition of the *Far Eastern Economic Review,* published at 209 Windsor House, Hong Kong.

The supplement will cover America's aid, trade, and investment links with the Far East in the general and country-by-country survey. The past, present, and future of these links will be considered and statistical data presented.

NEW World Trade OPPORTUNITIES

• The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

195 Small Arms

Germany

Hunting weapons, accessories. Albrecht Kind (importer, wholesaler, manufacturer, exporter), Hunstig b. Dieringhausen/Rhld. WTD 2/12/62.

196 Small Arms Ammunition

Germany

Ammunition for hunting weapons. Albrecht Kind (importer, wholesaler, manufacturer, exporter), Hunstig b. Dieringhausen/Rhld. WTD 2/12/62.

200 Food

Belgium

All kinds of **food.** Cafes Miko (coffee roaster, wholesaler), 179 steenweg op Mol, Turnhout. WTD 2/8/62.

201 Meat Products

Germany

Frozen turkeys, fowls, fryers, backs and necks, drumsticks. Direct purchase and agency. Friedrich Brandt (importing distributor, manufacturer's agent), Rathausstr. 3, Hamburg 1. WTD 12/21/61.

Norway

Frozen poultry: Fryers 1½-1¾ lb., turkeys 14-16 lb. Direct purchase and agency. A. S. Norsk Argentinsk Handelskompani (commission merchant), P.O. Box 696, Bergen. WTD 2/9/62.

203 Canning, Preserving of Fruits, Vegetables, Seafoods

British Guiana

Canned fish and **sardines,** particularly California sardines and pilchards. Wieting and Richter, Ltd. (importing distributor, manufacturer, commission merchant), 11/12 Water St., Georgetown. WTD 8/1/61.

Germany

Canned peaches, apricots, pineapples, asparagus, green beans. Direct purchase and agency. Friedrich Brandt (importing distributor, manufacturer's agent), Rathausstr. 3, Hamburg 1. WTD 12/21/61.

204 Grain Mill Products

Netherlands Antilles

Dairy feed, 24, 28, 32%, prepared for tropics; all kinds of **chicken feed,** preferable from southern part of U.S., bagged for retail sale in print material. Ongediderte Bestrijding Curacao (importer, retailer), 31 Gouverneur van Lansbergweg, Willemstad, Curacao. WTD 2/20/62.

210 Tobacco Manufactures

British Solomon Islands

Cigarettes and **twist stick tobacco.** Quan Hong Pty., Ltd. (importer, retailer, wholesaler, sales agent), P.O. Box 45, Honiara. WTD 10/21/61.

220 Textile Mill Products

Germany

Synthetic fabrics, raw, dyed, or printed, for men's and ladies' pants, dresses, raincoats; **imitation synthetic fur fabrics, stretch fabrics; elastic fabrics** for foundation garments. Direct purchase and agency. Munz GmbH, KG (importer, wholesaler, agent), 32 Blumenstr., Goeppingen, Wuerttemberg. WTD 7/24/61.

Nylon and synthetic fabrics, laundry felt. Direct purchase and agency. Franz & Georg Egermann (importing distributor), 295 Friedrich-Ebert-Str., Duisburg-Beeck. WTD 12/5/61.

All kinds of **stretch fabrics** for men's and ladies' pants. Rolf Hinderer (manufacturer), 21 Leonhardstrasse, Nagold. WTD 2/13/62.

Upholstery and drapery fabrics. Th. Gerards, Weberei fuer Moebel-und Dekorationsstoffe GmbH (manufacturer, wholesaler), 52-56 Vitusstr., Moenchengladbach. WTD 2/15/62.

Netherlands

Contemporary **furnishing fabrics.** Hurle Bath & Co. (importing distributor), 302 Herengracht, Amsterdam. WTD 2/8/62.

221 Broad Woven Fabric Mills, Cotton

Singapore

Yarn and piece dyed fancy woven **cotton dress fabrics** in 35-36 in. and 44-45 in. width, guaranteed fast colors. Direct purchase and agency. Lehmann Kan, Ltd. (importing distributor, manufacturer's agent), F16-18 Union Bldg., Collyer Quay, Singapore 1. WTD 4/27/61.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

Belgium

Rayon, nylon, and **marquisette linings,** 250,000 to 300,000 meters monthly. Direct purchase and agency; also depot. Tissage de la Praye, S.A. (importer, manufacturer), Avenue de la Foret de Soignes, Rhode St. Genese. WTD 2/12/62.

Germany

Nylon and wool fabrics for ladies' skirts, 220-240 grams per running meter, 140-150 centimeters wide. Herman Muehlemeyer (manufacturer), 136 Hasseler Richtweg, Duesseldorf-Reisholz. WTD 7/10/61.

225 Knitwear

Singapore

Infants' **socks.** Direct purchase and agency. Lehmann Kan, Ltd. (importing distributor, manufacturer's agent), F16-18 Union Bldg., Collyer Quay, Singapore 1. WTD 4/27/61.

227 Floor Covering Mills

Germany

Carpets, and **rugs,** medium price range. Th. Gerards, Weberei fuer Moebel-und Dekorationsstoffe GmbH (manufacturer, wholesaler), 52-56 Vitusstr., Moenchengladbach. WTD 2/15/62.

228 Yarn, Thread Mills

Turkey

Artificial silk threads of 100, 200, 300, and 600 denier, in hanks or in bobbins. Constantin Th. Theodoropoulos (general commission agent), P.O. Box 170, Galata. WTD 2/6/57.

World Trade Directory Reports for Sale

Information on private foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments of Foreign Commerce Weekly is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. The reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

230 Apparel

Australia

Disposable garments. A. G. A. Pty., Ltd. (manufacturer's agent), 26-30 Raymond Ave., Matraville, Sydney. WTD 2/21/62.

239 Miscellaneous Fabricated Textile Products

Germany

Laundry and dry cleaning press and mangle covers, laundry bags, nylon pads and covers, press padding. Direct purchase and agency. Franz & Georg Egermann (importing distributor), 295 Friedrich-Ebert Str., Duisburg-Beeck. WTD 12/5/61.

Singapore

Baby blankets, baby napkins and bibs, baby gift sets. Direct purchase and agency. Lehmann Kan, Ltd. (importing distributor, manufacturer's agent), F16-18 Union Bldg., Collyer Quay, Singapore 1. WTD 4/27/61.

242 Sawmills, Planing Mills

Netherlands

California redwood. Ambagtsheer & Van der Meulen (importing distributor), 10 Gevleweg, Amsterdam. WTD 2/7/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Germany

Walnut veneers for furniture manufacture. Schwaco Moebel-Werk (manufacturer), 45 Engerstr., Herford/Westphalia. WTD 2/9/62.

251 Household Furniture

Germany

Aluminum easy chairs, stools, tables for camping, gardens, and terraces. Sport-Duenker KG (retailer), Im Haus an der Oper, Essen. WTD 2/20/62.

254 Partitions, Shelving, Lockers, Office & Store Fixtures

Panama

Metal partitions. Vila Hermanos, S.A. (importing distributor, commission agent), P.O. Box 722, 37-114 Via España, Panama. WTD 5/8/59.

262 Paper Mills

Italy

Transparent **paper** for tracings. Bracco (importer, retailer, wholesaler, commission merchant, sales agent), Via Mazzini 32, Turin. WTD 2/8/62.

263 Paperboard Mills

Germany

All kinds of **raw materials** for production of corrugated cardboard, such as soda kraft liners and test-liner papers. Heinrich Bullinger (manufacturer), Illingen, Wuerttemberg. WTD 2/20/62.

264 Converted Paper, Paperboard Products

Australia

Material for manufacture of disposable garments. A. G. A. Pty., Ltd. (manufacturer's agent), 26-30 Raymond Ave., Matraville, Sydney. WTD 2/21/62.

Austria

New **stationery** items. Direct purchase and agency. Kurt Matejka (importing distributor, wholesaler, manufacturer's agent), 19 Maria Theresienstrasse, Vienna IX. WTD 6/2/60.

Singapore

Sanitary towel gauze in reels, width 8¾ in., diameter 16 in., core 2¾ in. Singapore Paper Products, Ltd. (importer, manufacturer), 315 Alexandra Rd., Singapore 3. WTD 7/28/61. Sample.★

266 Building Paper, Building Board Mills

Germany

Peg boards (perforated wood-fiber boards). Hermann Matthey (wholesaler), 19/31 Heckinghauserstr., Wuppertal-Barmen. WTD 2/9/62.

275 Commercial Printing

England

Calendars, prints for calendars, **novelties** for stationery trade including "gimmick" lines. Direct purchase and agency. Eric Westrose & Co., Ltd. (distributor, importer, exporter), Morley House, 320 Regent St., London, W.1. WTD 2/15/62.

280 Chemicals

Pakistan

Fine **chemicals, allopathic drugs and medicines.** Direct purchase and agency. Shifa Medico (importer, distributor), 69 Nisbet Rd., opposite Mayo Hospital, Lahore. WTD 2/6/62.

281 Industrial Chemicals

Australia

Seeks services of export agent on both U.S. coasts for **industrial chemicals** and **chemical intermediates.** Barnes McGrath Pty., Ltd. (importer), 555 Stanley St., South Brisbane. WTD 9/25/61.

Germany

Crude and refined **mineral oil products and chemicals,** such as pure benzene, benzol, naphthalene, turpentine oil, stearine, rosins, carbide, soda, borax, and lactic acid for the food industry. Zoltan Gombosi (manufacturer's agent, commission merchant), 157 Duesseldorfer Str., Duesseldorf-Oberkassel. WTD 7/6/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Belgium

Plastic materials, raw materials for the plastic industry. Direct purchase and agency. Compagnie Commerciale de Matieres Premieres, S.A. (importing distributor, sales agent), 22 rue Arenberg, Antwerp. WTD 2/14/62.

Germany

All kinds of transparent **plastic sheeting** in rolls; thickness: 0.08 to 0.2 mm. Gummi-Kraus KG (manufacturer, importer, exporter, wholesaler), 82 Olgastr., Stuttgart-S. WTD 2/14/62.

Turkey

Cellulose sponge, 60 x 80 x 800 mm., may be longer in length but excess must be divisible by 250 mm. Avadis Uzis (manufacturer), Omeraga Sokak No. 8/1, Persembepazari, Galata, Istanbul. WTD 12/21/61.

283 Drugs

Netherlands

Bactericidal and fungicidal compounds. Handelsonderneming Deltasan (importing distributor), 34 Johannes Verhulststraat, Amsterdam. WTD 12/21/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Germany

Lotions for electric shaving. August Belz, Apparatebau (manufacturer, importer), P.O. Box 225, Friedrichshafen a. Bodensee. WTD 2/21/62.

Netherlands

Cosmetics by manufacturer who is willing to share sales promotion expenses for 2 years. De Vries & van Adelsberg N.V. (importing distributor), 264 Singel, Amsterdam. WTD 12/21/61.

Pakistan

Cosmetics. Direct purchase and agency. Virgo Films (manufacturing importing distributor), Royal Park, Lahore. WTD 12/28/61.

287 Agricultural Chemicals

Australia

Seeks services of export agent on both U.S. coasts for **agricultural chemicals** and **plant foods.** Barnes McGrath Pty., Ltd. (importer), 555 Stanley St., South Brisbane. WTD 9/25/61.

Germany

Horticultural fertilizer; weed killer; plant protectives; vermin exterminators, especially snail exterminators. Emes-Vertretungen (manufacturer's agent, commission merchant), 26 Kernerstr., Stuttgart. WTD 2/13/62.

Indonesia

Fertilizer. Tri Bhakti (formerly Central Trading Co.), (importing distributor), Djalan Kramat Raya 94/96, Djakarta. WTD 6/23/61.

Netherlands Antilles

Diazinon 20%, emulsifiable. Ongedierte Bestrijding Curacao (importer, retailer), 31 Gouverneur van Lansbergweg, Willemstad, Curacao. WTD 2/20/62.

306 Fabricated Rubber Products

Germany

Rubber articles such as hot water bottles, bath room mats, gloves. Gummi-Kraus KG (manufacturer, importer, exporter, wholesaler), 82 Olgastr., Stuttgart-S. WTD 2/14/62.

307 Miscellaneous Plastics Products

Germany

All kinds of molded **plastic houseware** and **accessories, bed boards.** Gummi-Kraus KG (manufacturer, importer, exporter, wholesaler), 82 Olgastr., Stuttgart-S. WTD 2/14/62.

Singapore

Decorative laminated **plastic panels** for table tops, 1/16 in. thick, glossy finish, contemporary designs in pink and blue. Direct purchase and agency. Lehmann Kan, Ltd. (importing distributor, manufacturer's agent), F16-18 Union Bldg., Collyer Quay, Singapore 1. WTD 4/27/61.

314 Footwear

Germany

Working boots with vulcanized soles. Direct purchase and agency. Julius Butzbach (importing distributor, exporter, wholesaler, retailer), Postfach 66, Soest/Westphalia. WTD 2/16/62.

Singapore

Infants' **shoes.** Direct purchase and agency. Lehmann Kan, Ltd. (importing distributor, manufacturer's agent), F16-18 Union Bldg., Collyer Quay, Singapore 1. WTD 4/27/61.

322 Glass, Glassware

Ceylon

One million **glass bottles,** quart and pint size. Auto and General Agencies (importing distributor), Regent Bldg., 8 Parsons Rd., Colombo. WTD 8/18/61.

331 Steel Mill Products

Spain

Special **steels,** particularly for making machine tools and modernizing own plant. S.A. Constructora Española de Maquinas-Herramientas, "SACEM" (manufacturer), Villabona, Guipuzcoa. WTD 12/21/61.

336 Nonferrous Foundries

Germany

Cast aluminum pots and pans. Ernst Daehler KG (wholesaler), 20 Kreuzstr., Wuppertal-Barmen. WTD 2/9/62.

339 Miscellaneous Primary Metal Industries

Panama

Nails. Vila Hermanos, S.A. (importing distributor, commission agent), P.O. Box 722, No. 37-114 Via España, Panama. WTD 5/8/59.

342 Cutlery, Hand Tools, General Hardware

Belgium

Handicraft tools, builders' hardware, and **furniture hardware** for the former Belgian Congo. S.P.R.L. Socobelaine (importer, exporter), 14 boulevard Boulez, Waregem. WTD 12/21/61.

France

Glaziers' hand operated tackers and related automatic devices for easy and rapid fixation of windowpanes on wooden window frames; **glaziers', painters', and plasterers' small equipment, tools, and supplies,** such as diamond tool points, glass cutters, putty knives, brushes, and trowels. F. Delteil & Cie. (wholesaler, retailer), 8 rue du Petit-Goave, Bordeaux, Gironde. WTD 2/23/62. Illustration for tackers.★

Germany

Hardware for aircraft industries. Direct purchase and agency. Dudeins Industrie-Geraete-Handelsgesellschaft mbH (importing distributor, wholesaler), 22 Rathausufer, Duesseldorf. WTD 2/16/62.

Marine hardware and accessories for sporting boats. Laufenburg-Nautic (importing distributor), 34 Tiergartenstr., Duesseldorf. WTD 7/25/61.

Panama

Brass and steel hinges, locks and latches. Vila Hermanos, S.A. (importing distributor, commission agent), P.O. Box 722, No. 37-114 Via España, Panama. WTD 5/8/59.

Singapore

Builders' finishing hardware, such as locks, latches, lock and latch trim, butts and hinges, door closers and emergency devices, sash, screen, shelf and miscellaneous hardware, cabinet hardware. Direct purchase and agency. The Borneo Co., Ltd. (importing distributor, manufacturer's agent, exporter, agent), Crosby House, 71 Robinson Rd., Singapore 1. WTD 2/18/60.

Switzerland

Hand tools. Baumgartner A.G. (importing distributor), 14/16 Schaffhauserstrasse, Zurich. WTD 2/1/62.

345 Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers

Panama

Nuts and **bolts, brass and steel screws.** Vila Hermanos, S.A. (importing distributor, commission agent), P.O. Box 722, No. 37-114 Via España, Panama. WTD 5/8/59.

Spain

Washers and **safety rings.** Direct purchase and agency. Roller S.R.C. (manufacturer, importer, wholesaler), M. Aguirre 2, Bilbao. WTD 12/21/61.

346 Metal Stampings

Germany

Pots and **pans** of stamped and spun aluminum, stainless steel, and other metals. Ernst Daehler KG (wholesaler), 20 Kreuzstrasse, Wuppertal-Barmen. WTD 2/9/62.

349 Miscellaneous Fabricated Metal Products

Netherlands

Genuine gold, imitation gold, and pigment foil; all for hot stamping, in rolls, suitable for bookcloth, artificial leather, PVC, and paper. Stijger, Baggen & Co. (importing distributor), 30 Johannes Poststraat, Amsterdam. WTD 12/21/61.

Panama

Galvanized and aluminum roofing. Vila Hermanos, S.A. (importing distributor, commission agent), P.O. Box 722, No. 37-114 Via España, Panama. WTD 5/8/59.

351 Engines, Turbines

Germany

Steam turbines. Direct purchase and agency. Eickeler Maschinenfabrik GmbH (importer, exporter), 2 Rathelbecker Weg, Erkrath/Rhld. WTD 2/14/62.

Turkey

Gasoline and kerosene engines, 1 to 25 hp. Burkhard Gantenbein ve Ski (importing distributor), Billur Sokak, No. 2 Is Hani, Galata, Istanbul. WTD 5/8/61.

352 Farm Machinery, Equipment

Belgium

Agricultural farm tools for the former Belgian Congo. S.P.R.L. Socobelaine (importer, exporter), 14 boulevard Boulez, Waregem. WTD 12/21/61.

Netherlands

Agricultural tractors and engines. Motrac N.V. (importing distributor), 49 Pollaan, Zutphen. WTD 12/21/61.

Pumps, 3 in. and 4 in., for pumping of thick manure, suitable for direct coupling (1¾ in.) to a tractor, capable of 550 r.p.m., J. W. Willink (importing distributor), 120 Orionlaan, Hilversum. WTD 12/21/61.

Milking machines and **accessories.** Firma J. A. Boom (importing distributor), 2 Marktstraat, Meppel. WTD 12/21/61.

Barn equipment, barn cleaners, small **farm tools.** De Boer (importing distributor), 1-7 Westerplantage, Leeuwarden. WTD 12/21/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Ceylon

Trailers, tipping rail cars, water bowsers, trucks, cranes, earthmovers. Auto and General Agencies (importing distributor), Regent Bldg., 8 Parsons Rd., Colombo. WTD 8/18/61.

France

Public works equipment, such as bulldozers, mechanical shovels, and levelers, also their spare parts. Direct purchase and agency. Ets. Coince & Mignard, S.A. (manufacturer, exporter, wholesaler, retailer, importer), 15 rue d'Estienne d'Orves, Montrouge (Seine). WTD 1/12/62.

Germany

Modern **building machinery and equipment** of all kinds for road building and above surface building projects. Direct purchase and agency. Leo Ross (importing distributor), Moerkenstr. 12, Hamburg-Altona. WTD 2/19/62.

Netherlands

Industrial tractors and engines, forklift trucks. Motrac N.V. (importing distributor), 49 Pollaan, Zutphen. WTD 12/21/61.

Northern Ireland

Construction equipment, such as bulldozers, graders, and shovels. The McNeill Group (N.I.), Ltd. (manufacturer, importer, subcontractor), 100 Corporation St., Belfast 1. WTD 2/16/62.

Norway

Ship cranes and **equipment** for loading and unloading freight containers. A/S Empaco (importing distributor, manufacturer), 22 Skippergaten, Oslo. WTD 2/20/62.

Saudi Arabia

Road building and asphalting equipment, new or rebuilt. Ibrahim el-Rashed al-Hameed and Brothers (heavy construction contractor), P.O. Box 81, Riyadh. WTD 2/12/62.

354 Metalworking Machinery, Equipment

Germany

Special **acetylene welding machines** and special **spot welders.** Direct purchase and agency. Mansa-Johannes Mann (importer, exporter, wholesaler), 36 Huettenstr., Duesseldorf. WTD 2/20/62.

India

Machinery for making hob nails and boot protecting studs. Radia Sons & Co. Pvt., Ltd. (exporter, importing distributor, manufacturer's representative), Radia House, 6 Rampart Row, P.O. Box 540, Bombay 1. WTD 12/21/61. Samples.★

Netherlands

Automotive tools. N. V. Technisch Bureau M. Weijerman (importing distributor), 130-134 Brouwersgracht, Amsterdam. WTD 12/21/61.

Spain

Machine tools. S.A. Constructora Española de Maquinas-Herramientas, "SACEM" (manufacturer), Villabona, Guipuzcoa. WTD 12/21/61.

Switzerland

Machine tools, garage equipment. Baumgartner A.G. (importing distributor), 14/16 Schaffhauserstrasse, Zurich. WTD 2/1/62.

355 Special Industry Machinery

Ceylon

Complete **machinery** for **bottling plant** to produce 250,000 bottles or vials monthly in 8-hour shift, 6-day week, screw cap machinery and crown cork making machine.

Machinery to establish a medium sized **chocolate factory** with monthly capacity on 8-hour shift, 6-day week of 7,500 lb. of chocolate bars, filled chocolates, caramels, toffees, butterscotch and chewing gum. Auto and General Agencies (importing distributor), Regent Bldg., 8 Parsons Rd., Colombo. WTD 8/18/61.

Cyprus

Decorticating machinery for **safflower** (cartamas). Cyprus Oil Industries, Ltd. (manufacturer), Ayios Georghios, Kyrenia. WTD 12/21/61.

Germany

Filters for liquids (oil, gasoline), PVC material or light-weight metal for temperatures of 158-284° F. for removal of impurities 5 to 50 microns; cleaning of filter by reversing flow of liquid or using compressed air, but without removing or exchanging filters. Rotring-Feinstfilter

Dipl.-Ing. Dr. Johannes Schaefer (manufacturer, importer, wholesaler), 45 Kammerweg, Bremerhaven. WTD 8/14/61.

Dry process **reproduction machinery and equipment** for office use; **special equipment and supplies** for photographic reproduction; **offset rubber blankets; offset printing machines.** Direct purchase and agency. Herbert Heinze (importer, wholesaler, sales agent), 8 Wildbader Str., Stuttgart-Bad-Cannstatt. WTD 2/9/62.

Production line equipment for slaughtering and processing of cattle, calves, sheep, lambs, and hogs. Raspe & Paschen (importing distributor), Spitalerstr. 32, Hamburg 1. WTD 2/19/62.

Machinery for deboning of pigs' heads and skinning of hams. Burose & Peters (importing distributor, manufacturer), Steindamm 9, Hamburg 1. WTD 6/6/61.

Indonesia

Machinery for manufacture of **pharmaceuticals,** such as machines for bottle filling, tableting, coating, mixing and grinding, and granulating. C. V. Ekasapta (importing distributor, manufacturer), Djalan Kopi 52 (atas), Djakarta. WTD 2/15/62.

Ireland

Vacuum pan variety of **machinery** to make 1500 lb. of jams, jellies, and peel syrups at a time; **syruping plant** for candied peels and glace cherries with capacity of 2 tons daily. Lamb Bros. (Dublin), Ltd. (fruit growers and preservers), Naas Rd. Dublin 12. WTD 12/21/61.

Israel

Aviation refueling equipment for jet fuel, such as refueling tankers, refueling hydrant dispensers, mobile and stationary pumps, filters, hoses, control equipment for hydrant systems, refueling hydrant system fittings. Sonol Israel, Ltd. (importer, distributor), 8 Habankim St., P.O. Box 214, Haifa. WTD 7/15/59.

Japan

Multi-head automatic **jiggers** for ceramic mill. Gifu Prefecture Pottery Industrial Federation (Gifu-ken Tojiki Kogyo Rengokai), (trade association), Attn.: Ryoichi Kato, General Secretary, Aoki-cho, Tajimi City, Gifu Prefecture. To be financed by Gifu Prefectural Government.

Netherlands

Disinfecting machinery. Handelsonderneming Deltasan (importing distributor), 34 Johannes Verhulststraat, Amsterdam. WTD 12/21/61.

Switzerland

Machinery and **equipment** for the textile industry. Direct purchase and agency on commission basis. Polytex A.G. (importer, representative), 69, Stampfenbachstrasse (P.O. Box 2436), Zurich. WTD 2/16/62.

International Directory Lists Business Firms

The 62d annual edition of Marconi's International Register lists alphabetically more than 50,000 names, with postal and cable addresses and an indication as to the type of industry, service, or profession.

In the classified trades section, indexed in English, French, German, and Spanish, names are arranged under classified headings and grouped according to countries. The 1,600-page directory also provides a legal section giving attorneys and counselors according to their specialties, and lists trade names, brands, and trademarks with type of product and name and address of producer.

The directory, published jointly by the Marconi International Code Co., Ltd., of London, and Telegraphic Cable & Radio Registrations, Inc., of New York, may be purchased for $20 postpaid from Telegraph Cable & Radio Registrations, Inc., 280 Broadway, New York 7, N.Y. Copies may be reviewed in the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington, D.C., or any of the Department's Field Offices.

356 General Industrial Machinery, Equipment

Germany

Pumps, pump accessories, compressors. Direct purchase and agency. Eickeler Maschinenfabrik GmbH (importer, exporter), 2 Rathelbecker Weg, Erkrath/Rhld. WTD 2/14/62.

Spain

Ball and roller bearings, hydraulic equipment, for own use in making machine tools and modernizing plant. S.A. Constructora Española de Maquinas-Herramientas, "SACEM" (manufacturer), Villabona, Guipuzcoa. WTD 12/21/61.

Spain

All kinds of **ball and roller bearings.** Direct purchase and agency. Roller, S.R.C. (manufacturer, importer, wholesaler), M. Aguirre 2, Bilbao. WTD 12/21/61.

358 Service Industry Machines

Netherlands

Large kitchen installations and equipment for the bakery industry. B. Brüningmeyer (importing distributor), 1-9 Niermansgang, Enschede. WTD 12/21/61.

Norway

Equipment for snack bars, restaurants and hotels, such as hot coffee dispensers, hot chocolate dispensers, electronic cookers, hot dog broilers, soda fountain equipment. A/S Pewal (importing distributor), Sorgenfrigaten 17, Oslo. WTD 2/19/62.

Automatic **vending machines** for coffee, cold drinks, hot and cold food, and all-purpose merchandisers. Direct purchase and agency. A/S Automatsalg (importing distributor), 340 Drammensveien, Lysaker. WTD 1/18/62.

360 Electrical Machinery, Equipment, Supplies

Pakistan

Electrical appliances, such as irons, heaters, switches, plug pins, shoes, adaptors 1, 2, and 3 way, valve holders, buttons, holders, sockets, ceiling ross, fuse cut-outs, cut-outs. Direct purchase and agency. Virgo Films (manufacturing importing distributor), Royal Park, Lahore. WTD 2/28/61.

Spain

Electric equipment for own use in making machine tools and modernizing plant. S.A. Constructora Española de Maquinas-Herramientas, "SACEM" (manufacturer), Villabona, Guipuzcoa. WTD 12/21/61.

361 Electric Transmission, Distribution Equipment

Norway

Instruments for measuring radioactivity, such as transistorized scalers and portable monitors. Direct purchase and agency. Frithjof E. Berntsen & Co. (importing distributor, manufacturer's agent), 6 Kr. Augustsgate, Oslo. WTD 8/4/61.

362 Electrical Industrial Apparatus

England

Industrial electrical equipment for electrification of underground mining railways. Direct purchase and agency. N. G. Bailey & Co., Ltd. (contractor), 5 Collegiate Crescent, Sheffield 10, Yorkshire. WTD 12/21/61.

Germany

Special **welding machines** and special **spot welders.** Direct purchase and agency. Mansa-Johannes Mann (importer, exporter, wholesaler), 36 Huettenstr., Duesseldorf. WTD 2/20/62.

South Africa

Electric motors; slow speed, not gear type; 12 of each; 6 pole, 8 pole, 10 pole: ½ hp., ¾ hp., 1 hp., 2 hp., all for 380 volts, 50 cycles. Centurator Products (Pty.), Ltd. (manufacturer), Flamingo Crescent, Lansdowne, Cape Province. WTD 12/22/60.

363 Household Appliances

Belgium

Incinerators for household use, or for

offices. Direct purchase and agency. Chaffoteaux et Maury S.A. (manufacturer, importer), 49 rue de Veeweyde, Brussels. WTD 2/6/62.

Electric and gas ranges and **water heaters** for former Belgian Congo. S.P.R.L. Socobelaine (importer, exporter), 14 boulevard Boulez, Waregem. WTD 12/21/61.

Germany

Electric razors, electric home heaters. Scales for domestic use. Ernst Daehler KG (wholesaler), 20 Kreuzstr., Wuppertal-Barmen. WTD 2/9/62.

Electric shavers. August Belz, Apparatebau (manufacturer, importer), P.O. Box 225, Friedrichshafen a. Bodensee. WTD 2/21/62.

Ghana

Reconditioned **refrigerators,** not more than 1-1½ yrs. old, well known brands with transformers for 220 v., preferably 8-12 cu. ft. capacity, painted and with new compressors, guaranty requested; 50 or more the first contract, with shipments every 6 weeks thereafter. M. Captan, Ltd. (importing distributor, manufacturer's agent), P.O. Box 674, Accra. WTD 2/16/62.

Netherlands

Farm freezers. Verkoopmaatschappij Unibros (importing distributor), 2 Paviljoensweg, Delfzijl. WTD 12/21/61.

365 Radio, Television Receiving Sets

Australia

Double play **recording tapes.** Ralmar Agencies Pty., Ltd. (importer), 11a Randle St., Sydney. WTD 2/16/62.

367 Electronic Components, Accessories

Netherlands

TV picture tube elements known as "guns". Direct purchase and agency. Handelsonderneming A. H. W. Rohl (importing distributor, manufacturer's agent), 61 Nieuwe Zijds Voorburgwal, Amsterdam. WTD 12/21/61.

371 Motor Vehicles, Equipment

Germany

New types of **starter batteries** for automobiles. Direct purchase and agency. Walter Hauenschild KG (importing distributor, manufacturer's agent), Raboisen 62, Hamburg. WTD 10/13/61.

Netherlands

Automotive spare parts, accessories, and supplies. N. V. Technisch Bureau M. Weijerman (importing distributor), 130-134 Brouwersgracht, Amsterdam. WTD 12/21/61.

Spain

Automobile accessories. Direct purchase and agency. Roller, S.R.C. (manufacturer, importer, wholesaler), M. Aguirre 2, Bilbao. WTD 12/21/61.

379 Miscellaneous Transportation Equipment

Germany

Boat trailers. Laufenburg-Nautic (importing distributor), 34 Tiergartenstr., Duesseldorf. WTD 7/25/61.

381 Engineering, Laboratory, Scientific, Research Instruments

Germany

Laboratory apparatus and equipment for crude oil industries and refineries. Direct purchase and agency. H. Juergens & Co. (importer, wholesaler), Balgebrueckstr. 3-5 Bremen. WTD 5/9/61.

Ultrasonic machines and equipment for testing of refined steel tools and component parts used in production of plastic injection molding parts. Direct purchase and agency. J. Kessler & Co. KG (manufacturer), 20 Venloerstr., Duesseldorf. WTD 2/12/62.

Japan

Heating microscope to measure and photograph chemical changes of ceramic ware in a kiln. Gifu Prefecture Pottery Industrial Federation (Gifu-ken Tojiki Kogyo Rengokai), (trade association), Aoki-cho, Tajimi City, Gifu Prefecture. To be financed by Gifu Prefectural Government.

386 Photographic Equipment, Supplies

Pakistan

X-ray films. Direct purchase and agency. Shifa Medico (importer, distributor), 69 Nisbet Rd., Opposite Mayo Hospital, Lahore. WTD 2/6/62.

Cinema film, cinema carbon, cinema projectors 35 mm. Direct purchase and agency. Virgo Films (manufacturing importing distributor), Royal Park, Lahore. WTD 12/28/61.

394 Toys, Amusements, Sporting Goods

Brazil

Toys of every kind, mechanical and other types. Direct purchase and agency. Sul Americana de Loucas e Ferragens, S.A. (importer, distributor), Rua Clements Ferreira 148, Sao Paulo. WTD 12/21/61.

Germany

Rubber and/or plastic diving equipment and swimming sports articles, such as diving masks, fins, swimming caps, beach shoes. Gummi-Kraus KG (manufacturer, importer, exporter, wholesaler), 82 Olgastr., Stuttgart-S. WTD 2/14/62.

All kinds of **reducers, exercisers, massage apparatuses,** both automatic and non-automatic. Immanuel Haffner (importer, exporter, publisher), 1 Klopstockstr., Stuttgart. WTD 2/15/62.

Arrows, bows, targets, and related archery items. Friedrich Brandt (importing distributor, manufacturer's agent), Rathausstr. 3, Hamburg 1. WTD 12/21/61.

Toys, such as dolls, stuffed animals, rubber and plastic toys, social games, lawn sports equipment (golf, tennis). Heinrich Mathes, Papier-u. Schreibwaren-Grosshandlung (wholesaler), 27 Duerener Str., Eschweiler/Rhld. WTD 2/19/62.

395 Pens, Pencils, Other Office, Artists' Materials

Austria

Ball point and fountain pens. Direct purchase and agency. Kurt Matejka (importing distributor, wholesaler, manufacturer's agent), 19 Maria Theresienstrasse, Vienna IX. WTD 6/2/60.

Germany

Ball point pens, refills, other modern writing instruments. Direct purchase and agency. Enderle & Goettling, Metallwarenfabrik (manufacturer), 25 Heugenstr., Schwaebisch Gmuend/Wuerttemberg. WTD 2/13/62.

Singapore

Nontarnishing **ballpoint pens** in price ranges from US$3 to US$24 per gross f.o.b.; plastic and brass **ballpoint refills.** Direct purchase and agency. Lehmann Kan, Ltd. (importing distributor, manufacturer's agent), F16-18 Union Bldg., Collyer Quay, Singapore 1. WTD 4/27/61.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Netherlands

Children's **hairpins.** Firma J. van Kampen (importing distributor), 1-3 Waalsteeg, Amsterdam. WTD 2/6/62.

399 Miscellaneous Manufacturing Industries

England

Christmas decorations and novelties, including trees; **novelties** for Easter, Mother's Day, Valentine Day and other special days; **items** suitable for fancy goods stores, gift stores, and tobacco stores. Direct purchase and agency. Eric Westrose & Co., Ltd. (distributor, importer, exporter), Morley House, 320 Regent St., London, W.1. WTD 2/15/62.

Netherlands

Accessories for ladies' handbags. Firma G. Van Donk (importing distributor), 246 Amstel, Amsterdam. WTD 12/21/61.

Novelties in the field of toilet articles. Exclusive distributorship for The Netherlands. Firma J. van Kampen (importing distributor), 1-3 Waalsteeg, Amsterdam. WTD 2/6/62.

509 Miscellaneous Wholesalers

Belgium

Used **cotton textiles,** 10 to 15 tons, as used filter cloth for re-use in industrial metal polishing machines. SPRL Ginis Freres manufacturer), 70-72 rue Raymond Stijns, Brussels 8. WTD 2/6/62. Sample.★

Germany

Surplus U.S. Army **field jackets, trousers** and **parkas, raincoats** and **ponchos, folding canvas cots, khaki trousers and shirts, boots, cotton webbing.** Direct purchase and agency. Julius Butzbach (importing distributor, exporter, wholesaler, retailer), Postfach 66, Soest/Westphalia. WTD 2/16/62.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

200 Food

Belgium

All kinds of **food,** fresh, canned, frozen, for the former Belgian Congo and European Common Market areas. Ets. Profrigo (importer), Attn.: Mr. Hubert, Manager, 48 rue de Nemur, Brussels. WTD 8/28/59 for Congo Office.

201 Meat Products

Pakistan

Tallow. A. A. Ansari & Co. (commission merchant, manufacturer's agent), Sh. Inayatullah Bldg., Anarkali, P.O. Box 80, Lahore. WTD 2/16/62.

204 Grain Mill Products

Germany

Grains, such as wheat, barley, corn, oats. Kurt Junkers (c.i.f. agent), 5 Spielberger Weg, Duesseldorf-Lohausen. WTD 2/12/62.

209 Miscellaneous Foods

Germany

Oil mill byproducts, particularly soy meal. Kurt Junkers (c.i.f. agent), 5 Spielberger Weg, Duesseldorf-Lohausen. WTD 2/12/62.

Soya meal extractions. Werner Hajek (c.i.f. agent, wholesale broker), 135 Fuerstenwall, Duesseldorf. WTD 7/1/61.

220 Textile Mill Products

Finland

Cotton piece goods and manmade **fiber linings** of first quality. M. Fagerberg Affarsbyra (manufacturer's agent), Kluuvikatu 3, Helsinki. WTD 2/20/62.

Pakistan

Yarns and **fabrics:** Cotton, woolen, silk, rayon, and nylon; nylon laces. A. A. Ansari & Co. (commission merchant, manufacturer's agent), Sh. Inayatullah Bldg., Anarkali, P.O. Box 80, Lahore. WTD 2/16/62.

221 Broad Woven Fabric Mills, Cotton

Fiji Islands

Cotton remnants, including solid colors, prints, misdyed leaders. A. Jalil Bros. (manufacturer's representative), P.O. Tavua. WTD 1/6/60.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

Fiji Islands

Synthetic materials for suits. A. Jalil Bros. (manufacturer's representative), P.O. Tavua. WTD 1/6/60.

Germany

Printed **nylon taffetas,** 50 denier, 47-48 in. wide, for dressing gowns and quilts. H. W. Momberger (sales agent), 1 Elsheimerstr., Frankfurt/Main. WTD 10/3/61 for Picolin & Momberger.

Netherlands

Light and sun resistant printed **nylon taffeta** for nightgowns and bed covers. H. F. Buseck (commission merchant), 28 Schubertstraat, Amsterdam. WTD 12/21/61.

Norway

Synthetic fiber poplin piece goods for sportswear (shirts and parkas), rainwear. Fredr. Haug (manufacturer's agent), 20 Ovre Slottsgate, Oslo. WTD 3/16/61.

Switzerland

Children's **sleeping blankets** of synthetic fibers. Wolf Silbiger (importing distributor, manufacturer's agent), 5 Albisriederstrasse, Zurich 3. WTD 2/21/62.

225 Knitwear

Germany

Women's, men's, and children's **knitwear,** preferably of synthetics. Helmut Schmitt (importing distributor, manufacturer's agent), 3 Friedrich-Eber-Str., Duesseldorf. WTD 7/7/62.

230 Apparel

Germany

Clothing for men and women, gift items. Kurt S. Loeb (manufacturer's agent), 29 Maternus Str., Koeln. WTD 2/14/62.

Liberia

Foundation garments; ladies', children's, and infants' wear. Joy Lyn Shops (importing distributor, retailer), 35 Gurley St., Monrovia. WTD 2/16/62.

Pakistan

Neckties, mufflers, scarfs, belts, all kinds of **handkerchiefs.** A. A. Ansari & Co. (commission merchant, manufacturer's agent), Sh. Inayatullah Bldg., Anarkali, P.O. Box 80, Lahore. WTD 2/16/62.

233 Women's Misses', Juniors' Outerwear

Netherlands

Ladies' and girls' **dresses.** Exclusive agency. San Giorgi, N.V. (manufacturer's agent), 4 Van de Spiegelstratt, The Hague. WTD 1/31/62.

Electric Equipment Bids Asked by Nigeria

The Electricity Corp. of Nigeria, 13 Broad St., Lagos, is inviting bids for the supply and erection of electrical equipment at Kaduna "B" Power Station, initially comprised of two 3-mw. diesel generators. Deadline is Apr. 6.

A brief description of the extent of the contract may be obtained free from the secretary of the above corporation or from Preece, Cardew & Rider, Consulting Engineers, 8-12, Queen Anne's Gate, London, SW. 1, England.

Tender documents may be obtained from the consulting engineers for $42 a set; this will not be refunded.

239 Miscellaneous Fabricated Textile Products

Pakistan

Parachutes. A. A. Ansari & Co. (commission merchant, manufacturer's agent), Sh. Inayatullah Bldg., Anarkali, P.O. Box 80, Lahore. WTD 2/16/62.

251 Household Furniture

Germany

Novelty furniture items, sectional and upholstered furniture. Eberhard Korfmacher (manufacturer's agent), Am Schalker Bahnhof, Gelsenkirchen-Schalke. WTD 2/9/62.

Modern **furniture** of all varieties. Albert Szech (manufacturer's agent), 169 Westfaelische Str., Dortmund-Brackel. WTD 2/8/62.

252 Office Furniture

Austria

Steel **office furniture.** Kontor-Einrichtungs-Gesellschaft Erwin Braun & Co. (manufacturer's agent, importing distributor, manufacturer), 9-11 Eschenbachgasse, Vienna I. WTD 1/4/62.

262 Paper Mills

Pakistan

Paper. A. A. Ansari & Co. (commission merchant, manufacturer's agent), Sh. Inayatullah Bldg., Anarkali, P.O. Box 80, Lahore. WTD 2/16/62.

263 Paperboard Mills

Germany

Kraft liner for use in production of corrugated containers. Oskar Rehse (manufacturer's agent), 11 Birkenhoehenweg, Bergisch-Gladbach. WTD 7/10/61.

264 Converted Paper, Paperboard Products

Germany

Bleached paper from wood pulp (sul-

phate), fluting paper. Oskar Rehse (manufacturer's agent), 11 Birkenhoehenweg, Bergisch-Gladbach. WTD 7/10/61.

Germany

Wallpaper. Karl Bechtel OHG (manufacturer's agent), 26 Siegfriedstr., Duesseldorf-Oberkassel. WTD 2/13/62.

280 Chemicals

Israel

Fine chemicals, raw materials and intermediates (except vitamins) for the pharmaceutical and cosmetic industries. Exclusive agency. Kurt Devries, Ltd. (commission agent), 7 Geulah St., P.O. Box 3055, Tel Aviv. WTD 12/21/61.

Netherlands

Chemical raw materials for the varnish, dyestuff, plastic, tanning, and artificial resin industries. Dr. E. M. Wikler (manufacturer's agent), 39 Oudwijk, Utrecht. WTD 12/21/61.

281 Industrial Chemicals

Germany

Dextrose (d-glucose), white powder with a water crystallization maximum of 7-8%, edible quality, 50 tons monthly. Holler & Co. (manufacturer's agent), Ballindamm 13, Hamburg 1. WTD 2/12/62.

Pakistan

Chemicals. Agha Bros., Ltd. (importing distributor, manufacturer's agent, commission merchant), Badri Bldg., McLeod Rd., Karachi. WTD 7/20/61.

Chemicals for use in textile and soap industries. A. A. Ansari & Co. (commission merchant, manufacturer's agent), Sh. Inayatullah Bldg., Anarkali, P.O. Box 80, Lahore. WTD 2/16/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Germany

Plastics, raw materials and/or **semimanufactures,** such as synthetic resins, granular polyethylene used for manufacture of plastic products. Werner J. O. Steinbrueck (agent), Baumwollboerse, Bremen. WTD 1/5/62.

Pakistan

Plastics materials and powder to manufacture plastic materials. A. A. Ansari & Co. (commission merchant, manufacturer's agent), Sh. Inayatullah Bldg., Anarkali, P.O. Box 80, Lahore. WTD 2/16/62.

283 Drugs

Afghanistan

Tetracycline products and other **pharmaceuticals.** Agency for Afghanistan. Abdolrahim Soofizadeh (importer, wholesaler, retailer), Malek Asghar Square, Kabul. WTD 2/9/62.

285 Paints, Varnishes, Lacquers, Enamels

Germany

Lacquers and paints with the exception of lacquers made of artificial resin. Karl Bechtel OHG (manufacturer's agent), 26 Siegfriedstr., Duesseldorf-Oberkassel. WTD 2/13/62.

287 Agricultural Chemicals

Pakistan

Fertilizers, insecticides. Agha Bros., Ltd. (importing distributor, manufacturer's agent, commission merchant), Badri Bldg., McLeod Rd., Karachi. WTD 7/20/61.

307 Miscellaneous Plastics Products

Germany

Plastic floor coverings. Karl Bechtel OHG (manufacturer's agent), 26 Siegfriedstr., Duesseldorf-Oberkassel. WTD 2/13/62.

Netherlands

Plastic materials for decorative and technical use in the building industry, such as floor or wall coverings, ceilings, upholstery, curtain walls. Exclusive agency. Vereenigde Ingenieursbureaux "Viba" (manufacturer's agent, importing distributor), 199 Koningin Emmakade, The Hague. WTD 3/10/61.

311 Leather Tanning, Finishing

Pakistan

Leather. A. A. Ansari & Co. (commission merchant, manufacturer's agent), Sh. Inayatullah Bldg., Anarkali, P.O. Box 80, Lahore. WTD 2/16/62.

322 Glass, Glassware

Pakistan

Glassware, glass beads, glass sheets, glass bottles. A. A. Ansari & Co. (commission merchant, manufacturer's agent), Sh. Inayatullah Bldg., Anarkali, P.O. Box 80, Lahore. WTD 2/16/62.

330 Primary Metal Industries

Pakistan

Iron and steel, nonferrous metals. A. A. Ansari & Co. (commission merchant, manufacturer's agent), Sh. Inayatullah Bldg., Anarkali, P.O. Box 80, Lahore. WTD 2/16/62.

331 Steel Mill Products

England

Ferroalloys, particularly ferrochrome, ferrosilicon or ferromanganese of all grades. Leight & Sullivan, Ltd. (merchant, agent), Arkwright House, Manchester 3. WTD 2/16/62.

Pakistan

Cables and steel wire ropes. Vistapix International (commission merchant), 204-D Rehmanpura, P.O. Box 583, Lahore. WTD 2/7/62.

333 Primary Smelting, Refining of Nonferrous Metals

Japan

Leaded red **brass scrap,** 50 tons monthly. Aichi Clock & Electric Implement Mfg. Co., Ltd. (Aichi Tokei Denki K.K.), (manufacturer), 15, Funakata, Chitose, Atsuta-ku, Nagoya. WTD 10/2/61.

342 Cutlery, Hand Tools, General Hardware

Belgium

Cutlery. Exclusive agency for Belgium and Luxembourg. Robert Vanderhaege (agent), 102 Stijn Struevels Laan, Louvain. WTD 2/12/62.

Rhodesia, Nyasaland

Hand tools. Thomas (Ptv.), Ltd. (manufacturer's representative), P.O. Box 2285, Salisbury, Southern Rhodesia. WTD 9/20/60.

346 Metal Stampings

Belgium

Stainless steel pots and pans. Exclusive agency for Belgium and Luxembourg. Robert Vanderhaege (agent), 102 Stijn Streuvels Laan, Louvain. WTD 2/12/62.

349 Miscellaneous Fabricated Metal Products

Pakistan

Irrigation equipment. Vistapix International (commission merchant), 204-D Rehmanpura, P.O. 583, Lahore. WTD 2/7/62.

352 Farm Machinery, Equipment

France

Agricultural equipment and implements, including small and medium-duty power units, farm tractors, related lines; also **spare parts** and **accessories.** Agency for southwest France. Motoculture de la Lomagne—Pons & Cie. (wholesaler, retailer, manufacturer's agent, distributor), Place Clemenceau, Beaumont-de-Lomagne, Tarnet-Garonne. WTD 2/15/62.

Pakistan

Agricultural equipment. Vistapix International (commission merchant), 204-D Rehmanpura, P.O. Box 583, Lahore. WTD 2/7/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Germany

Underground and road construction machines of all kinds such as multipurpose excavators with attachment for converting into face shovel, drag shovel, skimmer, dragline, grab excavator, pile driver, rammer, crane; mobile excavators with one engine; mobile excavators with one traveling and one working engine each, earthmoving machines, pay loaders, tippers, compressors, vibrating machines,

and vehicles for transporting building materials. Muench & Co. Baumaschinen KG (wholesaler, manufacturer's agent), 62 Maerkische Str., Dortmund. WTD 2/19/62.

Spain

Earthmoving equipment, such as scrapers, excavating shovels, bulldozers, dumpers. Equipos Industriales y Mineros, S.L. (importer, retailer, agent), General Mola 15, Madrid. WTD 12/21/61.

354 Metalworking Machinery, Equipment

Germany

Portable **power saws, drilling equipment, compressed air operated equipment, tools** and **equipment** used in times of catastrophe. ABC-Geselleschaft fuer Schutzausruestungen mbH (importing distributor, wholesaler), 18 Friedrich-Ebert-Platz, Dueren/Rhld. WTD 2/19/62.

Pakistan

Machinery and **equipment** to manufacture GI pipe, shoe eyelets, paper clips, oil pins, buckle making, suitcase and trunk fittings and locks, and umbrella accessories. A. A. Ansari & Co. (commission merchant, manufacturer's agent), Sh. Inayatullah Bldg., Anarkali, P.O. Box 80, Lahore. WTD 2/16/62.

355 Special Industry Machinery

Germany

Paint mixing machines. Karl Bechtel OHG (manufacturer's agent), 26 Siegfriedstr., Duesseldorf-Oberkassel. WTD 2/13/62.

Pakistan

Textile machinery. Vistapix International (commission merchant), 204-D Rehmanpura, P.O. Box 583, Lahore. WTD 2/7/62.

Machinery for fruit and vegetable canning, cigarettes, honey processing, bamboo products, printing presses, book-binding, shoe-making, textile accessories (such as wire heel, shuttle, and bobbins), hosiery, knitting needles, automatic brick kiln, and gold and silver thread. A. A. Ansari & Co. (commission merchant, manufacturer's agent), Sh. Inayatullah Bldg., Anarkali, P.O. Box 80, Lahore. WTD 2/16/62.

356 General Industrial Machinery, Equipment

Germany

Fire-fighting supplies and equipment. ABC-Gesellschaft fuer Schutzausruestungen mbH (importing distributor, wholesaler), 18 Friedrich-Ebert-Platz, Dueren/Rhld. WTD 2/19/62.

357 Office, Computing, Accounting Machines

Austria

Calculating, billing, and adding machines; statistical and data-processing machines. Konton-Einrichtungs-Gesellschaft Erwin Braun & Co. (manufacturer's agent, importing distributor, manufacturer), 9-11 Eschenbachgasse, Vienna I. WTD 1/4/62.

Advanced **bookkeeping machines.** Eng. H. E. Braun (importing distributor, manufacturer's agent), 3 Mahlerstrasse, Vienna I. WTD 4/4/57.

Office machinery in general, particularly electronic type machines, bookkeeping, statistical, and data-processing machines. Heinrich Etl (importing distributor, manufacturer's agent), 14 Graben, Vienna I. WTD 6/14/60.

Denmark

Bookkeeping machines, automatic **invoicing machines,** numerically controlled **business machines,** small and medium-size **electric calculating machines.** A/S Ole Bentzen Kontormaskineimport (importing distributor, manufacturer's agent), 32 Oster Sogade, Copenhagen K. WTD 2/15/62.

365 Radio, Television Receiving Sets

England

Blank **sound recording tape,** acetate and PVC, in quantities of no less than 250 units; standard sizes, 600 ft., 1,200 ft., 1,800 ft., 2,400 ft., and 3,000 ft.; phonographs and other **high fidelity equipment.** Sound News Productions (manufacturer, exporter, importer, merchant), 10 Clifford St., New Bond St., London W1. WTD 1/24/61.

381 Engineering, Laboratory, Scientific, Research Instruments

Netherlands

Laboratory equipment and supplies, including plastic items. Firma J. H. Sleyster (importing distributor, manufacturer's agent), 72 Sportlaan, Amstelveen. WTD 12/21/61.

Rhodesia, Nyasaland

Laboratory equipment. Thomas (Pvt.), Ltd. (manufacturer's representative), P.O. Box 2285, Salisbury, Southern Rhodesia. WTD 9/20/60.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Germany

Radiation measuring instruments and dosimeters. ABC-Gesellschaft fuer Schutzausruestungen mbH (importing distributor, wholesaler), 18 Friedrich-Ebert-Platz, Dueren/Rhld. WTD 2/19/62.

384 Surgical, Medical, Dental Instruments, Supplies

Germany

Respiratory equipment and masks; protective clothing for use in chemical industries, blast furnaces, smelting plants, and coking plants; **first aid kits.** ABC-Gesellschaft fuer Schutzausruestungen mbH (importing distributor, wholesaler), 18 Friedrich-Ebert-Platz, Dueren/Rhld. WTD 2/19/62.

Rhodesia, Nyasaland

Surgical and medical equipment. Thomas (Pvt.), Ltd. (manufacturer's representative), P.O. Box 2285, Salisbury, Southern Rhodesia. WTD 9/20/60.

394 Toys, Amusements, Sporting Goods

Germany

Toys, such as stuffed animals, metal, rubber, and plastic toys, toy musical instruments, and toy weapons. Hans-Joachim Hummell (manufacturer's agent), 51 Augustastr., Wuppertal-Elberfeld. WTD 2/14/62.

Toys, such as dolls, stuffed animals, rubber and plastic toys, social games, and lawn sports equipment (golf and tennis). A. Peter Duenchem (manufacturer's agent), 3 Wittener Str., Sprockhoevel/W. WTD 2/20/62.

Rhodesia, Nyasaland

Toys. Thomas (Pvt.), Ltd. (manufacturer's representative), P.O. Box 2285, Salisbury, Southern Rhodesia. WTD 9/20/60.

395 Pens, Pencils, Other Office, Artists' Materials

Pakistan

Fountain pens. A. A. Ansari & Co. (commission merchant, manufacturer's agent), Sh. Inayatullah Bldg., Anarkali, P.O. Box 80, Lahore. WTD 2/16/62.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Pakistan

Buttons. A. A. Ansari & Co. (commission merchant, manufacturer's agent), Sh. Inayatullah Bldg., Anarkali, P.O. Box 80, Lahore. WTD 2/16/62.

Chile Needs Elevators For Hospital

Bids are invited by Chile for supply and installation of 8 elevators in a 6-story hospital at Rancagua.

Interested U.S. firms should submit bids through their representative in Chile to the Sociedad Constructora de Establecimientos Hospitalarios, S.A., Calle Juan Antonio Rios 6, Santiago, prior to March 28. The representative must be listed in the Register of Contractors maintained by the Sociedad.

A copy of the specifications, in Spanish, may be borrowed from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

399 Miscellaneous Manufacturing Industries

Germany

Portable **fire extinguishers** and **charges, air raid shelter fittings and installations.** ABC-Gesellschaft fuer Schutzausruestungen mbH (importing distributor, wholesaler), 18 Friedrich-Ebert-Platz, Dueren-Rhld. WTD 2/19/62.

509 Miscellaneous Wholesalers

Pakistan

Second-hand **clothing.** A. A. Ansari & Co. (commission merchant, manufacturer's agent), Sh. Inayatullah Bldg., Anarkali, P.O. Box 80, Lahore. WTD 2/16/62.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

013 Poultry Farms

Canada

Brown Leghorns, brought in direct from Denmark in 1960 from one of the better flocks in the country; several strains of **Light Sussex** (comparable in color to Columbian Rocks), firm has built up a considerable breeding and testing program with them. Scattered Acres Hatchery, Allan Wedow, Prop., R.R. 3, Hanover, Ontario. Leaflets.★

149 Nonmetallic Minerals

Cambodia

Semi-precious stones, jewelry and industrial grades. For industrial use: **Zircons** and **sapphires,** three to nine kilograms a month; for jewelry 1,000 karats a month, cut. Direct or through agents. Neang Nourth Sambor (export merchant), 78 Vithei Prey Nokor, Phnom Penh. WTD 2/19/62.

208 Brandy, Wine, Spirits

Egypt

Table wines, red, white, half-dry, half-sweet, rose; **bulk wines,** white dry. Direct or through agents. Société Viticle & Vinicole d'Egypte, S.A.E. (manufacturer), 6 Chawardy St., Cairo, U.A.R. WTD 2/20/62.

228-9 Yarn, Textile Mills

Netherlands

Yarns and **piece goods** by manufacturers of moquette and other furniture textiles. First quality. Firm wishes to act as purchasing agent for U.S. manufacturers of furniture textiles. Has extensive relations with Western European spinners of these products. Eduard Alofs (agent), 127 Singel, Amsterdam, C. WTD 2/6/62.

238 Miscellaneous Apparel

Hong Kong

Beaded belts. Firm interested in establishing business relations with capable commission agents and collecting orders for Hong Kong manufactured goods. Fing Lee Co. (importer, exporter, and manufacturer's agent), Pedder Bldg., G.P.O. Box 480. WTD 8/26/60.

242 Saw, Planing Mills

Ghana

Lumber (sawn timber), 3,000 to 4,000 cu. ft. a month; f.a.s., No. 1 common and selects. Direct or through agents. Kelenchi Timber Associates (wholesaler, export merchant), P.O. Box 264, Kumasi. WTD 2/15/62.

244 Wooden Containers

Spain

Kegs, one to eight liters capacity, of American oak; half liter **jugs** of American oak, for table use, with nickel plated hoops, handles, and spouts. Davila Villalobos, S. L. (manufacturer, wholesaler, retailer), Estación 1 (Aptdo. de Correos 238), Valladolid. WTD 12/15/61.

281 Industrial Chemicals

Spain

Potassium chloride, K_2O percentage, 59/60; 50,000 metric tons during 1963. Potasas De Navarra, S.A. (miner and manufacturer), Villanueva 27, Madrid 1. WTD 1/30/62. Information sheet.★

283 Drugs

Germany

Makara asthma powder, cough drops, and **balm.** Direct or through agents. Makara GmbH (manufacturer), 23 Koppels Kamp, Angermund Rhld. WTD 3/15/62. Literature.★

307 Miscellaneous Plastic Products

Germany

Plastic coated articles—household and nurses aprons, waterproof baby pants; also beach balls, swim trainers, rings, and animal toys. Gummi-Kraus K. G. (manufacturer, importer, exporter), 82 Olgastrasse, Stuttgart-S, West. WTD 2/14/62.

314 Footwear

Finland

Ladies' **footwear,** 30,000 pairs a year, cemented and vulcanized. Apposen Kenkatehdas Oy (manufacturer), Mantsala. WTD 2/14/62.

319 Leather Goods

India

Leather goods—ammunition belts and loops, pistol holsters, Sam Brown belts, cartridge belts, holder and pockets, gun slings, pistol cases, chrome leather gun cover, rubberized waterproof gun cover, and chemical waterproof gun cover. Defence Equipment Factory (approved contractor to the Central Government of India, and exporter), 52/17, Sakkar Patti, Hanpur. WTD 3/29/61.

331 Steel Works

Japan

High strength **steel plates,** Welcon-2H. Direct or through agents. Hayashi Shoten (export agent), 7-4-Chome Honcho, Nihonbashi, Tokyo. WTD 5/2/61. Specification sheet.★

South Africa

Mild and bright **drawing steel, angles, flats,** and **round bars;** 700-800 short tons a month. Rivallans & Son (Pty.) Ltd. (manufacturer, export merchant), P.O. Box 1562, Durban. WTD 11/12/57.

342 Cutlery, Hand Tools

Germany

First class **household knives, pocket knives** in many designs. **pocket scissors, manicure sets** in attractive gift cases, smart **letter openers** of all kinds, **desk sets, can openers, cork screws, roll tape measures, razor blades,** all kinds of **scissors, sewing sets, tool kits, table knives, forks** and **spoons,** stainless and silver-plated. Oskar Kemper K. G. (manufacturer), Solinger-Ohligs, West Germany. WTD 9/9/59. Leaflets.★

351 Engines, Turbines

Germany

Parts for internal combustion engines. Direct or through agents. Ugen Trost—Motorenteile (manufacturer, importer, wholesaler, manufacturer's agent), 56 Waiblinger Strasse, Stuttgart-Bad Cannstatt. WTD 1/18/62. Catalogs.★

354 Metalworking Machinery

Spain

Lathes; boring and cutting machines. S. A. Constructora Española de Maquinas-Herramientas, "SACEM" (manufacturer, importer, exporter), Villabona, Guipuzcoa. WTD 12/21/61. Folders.★

363 Household Appliances

Germany

Continuous flow **water heater,** "Saturn". J. Kessler & Co. KG (manufacturer), 20 Venloerstrasse, Duesseldorf. WTD 2/12/62. Technical description, photos, and price lists.★

391 Silver, Plated Ware

Spain

Silver plated ware, candelabra, candlesticks, fruit bowls, bread baskets, trays, coffee sets, champagne cups. Quality depends upon classes of various pieces ordered. Jemach, S.L. (manufacturer, exporter, wholesaler), Panizo 23, Madrid. WTD 2/16/62.

399 Miscellaneous Industries

Israel

Artware—jewelry, olive wood carvings, embroideries, devotionals; 1,000 pieces monthly. Israel Mastercraft, Dr. Martin Stern. WTD 9/1/60.

Mexico

Religious statues and plaques. Fine quality, made of plaster with wooden paste or carved of wood; 5 in. to life size; 6,000 monthly or more. Direct or through agent. Manufacturas Nacionales, S. A. (manufacturer), Escobedo Sur 623, Aptdo. Postal 333, Monterrey, N.L. WTD 2/21/62.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Australia

Basil Photios, representing Photios Bros. Pty., Ltd., 66 Druitt St., Sidney, interested in obtaining agencies for U.S. manufacturers of **costume jewelry**; also agencies for light **industrial and agricultural machinery.** Mar. 21 via Honolulu for 3 weeks; c/o Australian Consulate General, 636 Fifth Ave., New York, N.Y. Itinerary: San Francisco, Chicago, Philadelphia, New York, and possibly other cities.

R. W. Beardmore, representing Angus and Coote, 500 George St., Sydney, interested in direct purchase of **jewelry**, and export of **souvenir jewelry** to the U.S. Feb. 25 via Honolulu for 5 weeks; c/o Clift Hotel, Geary and Taylor St., San Francisco, Calif. Itinerary: San Francisco, Honolulu, Dallas, Columbus, Boston, Providence, New Haven, and New York.

Belgium

Edward Maertens, managing director, Algemene Fluweelweverij, N.V., 59 Stacegemsteenweg, Kortrijk, interested in outlets in U.S. for **carpets** and **furnishing fabrics.** Mar. 18 via New York for 2 weeks; c/o Hotel St. Georges, Fifth Ave., New York, N.Y. Itinerary: New York and Detroit.

Finland

Henrik Gustafsson, representing The Association of Finnish Peat Industries, Aleksanterinkatu 48 B, Helsinki, interested in importing and marketing **peat moss** and **plant containers.** Also seeks information on marketing practices for **garden and nursery products,** such as peat moss. Mar. 15 via New York for 2 months; c/o Dorf International, Ltd., 39 Broadway, New York 6, N.Y. Itinerary: Washington, D.C., New York, Philadelphia, Richmond, and possibly other cities.

France

Armand Raffalli, representing Société Ricard, 2 rue de Solferino, Paris 7e, interested in meeting U.S. whisky distillers with a view to importing U.S.-made **whisky** into France. Mar. 15 via New York for 5 months; c/o Wellington Hotel, 7th Ave. and 55th St., New York, N.Y. Itinerary: New York, Miami, New Orleans, San Francisco, and Los Angeles.

India

Gobardhan Nath Tandan, representing Tandan Brothers (tea exporters), 3 Sukhlal Jahuri Lane, Calcutta-7, interested in exporting **tea** to U.S. End of March or early April via New York for 2 months; c/o Consulate General of India, 3 E. 64th St., New York 21, N.Y. Itinerary: New York, Los Angeles, San Francisco, Chicago, Boston, Philadelphia, Baltimore, and Washington, D.C.

Indian Engineering Export Promotion Council Trade Delegation to the Americas (A. K. Bhattacharya, general manager, National Steel & Iron Co., Ltd., Calcutta; R. K. Singh, deputy secretary, Engineering Export Promotion Council, Calcutta; C. R. Bondre, export manager, Kirloskar Oil Engines, Ltd., Poona; M. Ravindranath, export manager, Jay Engineering Works, Ltd., Calcutta; A. C. Dev, branch executive, Kamani Engineering Corp., Ltd., Bombay; B. S. Bugga, proprietor, Bhagat Singh Bugga & Co., Calcutta; A. M. M. Arunchalam, T. I. Cycles of India, Ambattur; and R. R. Handa, Orient General Industries, Ltd., Calcutta), to meet West Coast importers of a variety of **metal and electrical equipment.** Hotel St. Francis, San Francisco, March 22 and 23. Appointments through Ajoy Gupta, Vice Consul, Consulate General of India, San Francisco.

Ireland

William D. Fraser, representing Jeyes Group of Companies (U.K., Ireland), Marketing Services, Ltd.—c/o Jeyes (Ireland), Ltd., Finglas, County Dublin, interested in **grocery and supermarket items,** such as processed foods, canned fruits, juices, and paper products. Mar. 26 via New York for 2 weeks; c/o Sales & Marketing Executives-International, 630 Third Ave., New York 17, N.Y. Itinerary: New York, and possibly other cities.

Liberia

Kamil Farhat, representing Farhat Brothers, P.O. Box 122, Monrovia, interested in purchasing **electrical installation material and fittings,** such as lamps; also obtaining agency for a full range of **household appliances,** particularly refrigerators and air-conditioners; and looking for a confirming house to act as purchasing agent and supply short-term credit facilities. Mar. 6 via New York for 1 month; c/o Henry Stern, 236 W. 27th St., New York 1, N.Y. Itinerary: New York, March 6-27; possibly cities in Tennessee.

Libya

R. Hadji Azzabi, representing Gesco Libya, 3 Bagnoli St., P.O. Box 1092, Tripoli, interested in agencies, especially for **petroleum exploration equipment** supply and ancillary goods. Mar. 18 via New York for 2 weeks; c/o Union Tank Car Co., 111 W. Jackson Blvd., Chicago 4, Ill. Itinerary: New York and Chicago.

Republic of South Africa

W. O. Heimann, managing director, Transafrican Indent (Pty.), Ltd., P.O. Box 6527, Johannesburg, interested in contacting mills and converters of **textiles** for purpose of making representation arrangements. Mar. 26 via New York for 2 weeks; c/o Charles W. Brugger, Netherlands Bank of South Africa, Ltd., 67 Wall St., New York, N.Y. Itinerary: New York.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices, Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated February.

Advertising Media—Pakistan.
Business Firms—Ivory Coast.
Coal, Coke, and Fuel Importers and Dealers—Switzerland.
Cooperage and Container Importers and Dealers—Paraguay.
Dental Supply Houses—Spain.
Electronic Equipment for Home Entertainment, Phonograph Record, and Pre-Recorded Magnetic Tape Importers, Dealers, and Manufacturers—Thailand.
Household Appliance Importers and Dealers—Sweden.
Jewelry, Silverware, Timepieces, and Giftware Importers and Dealers—Italy.
Laundry and Dry Cleaning Industry—Portugal.
Machinery and Equipment, Farm Importers and Dealers—Malaya.
Machinery Equipment and Supply, Electrical Importers and Distributors—Thailand.

U.S. imports of palm oil in 1961 increased to 28,000 short tons—one-fifth above 1960 and the largest tonnage since 1951, when 50,624 tons were imported, the Foreign Agricultural Service reports.

Imports from the Republic of the Congo, traditionally the major U.S. supplier, declined by two-fifths from 1960. The volume of oil from Indonesia, however, increased sixfold.

Tenders . . .

(Continued from page 455)

6, 8 and 10 in. screwdrivers, 500 wood files, 700 saw files, 50 shoemakers' vices, 150 hand drills, 150 each ¼, ⅜ and ½ in. joiners mortice chisels, 200 hammers 20 oz., etc.; tender No. ORD/10; Apr. 18. Director, Contracts and Purchases, Ministry of Defense, Baghdad.★

Pipes and fittings for water services for 26,000 house connections; 9 a.m., Apr. 22. Tender forms available for 5,000 rials (US$66) until Mar. 19, samples charged separately, from Tehran Water Board, Karaj Blvd., Maykaden Ave., P.O. Box No. 5, Tehran.

Metal slitting saws, high-speed, hollow ground, 1,195 in various sizes; high-speed steel hacksaw blades in various sizes, 750; and 68 various sizes of circular saws for wood of hardened and polished steel. May 25. Armament Department, Imperial Iranian Army, DT/Section, Avenue Jale, Tehran★

Iraq

Kit bags, 30,000. Apr. 23. **Floor mats,** 50,000. Apr. 23. Director of Contracts and Purchases, Ministry of Defense, Baghdad.★

X-ray units, 6 intermediate and superficial. Apr. 22. Ministry of Health, Baghdad. Specifications may be obtained for $2.80 from the Ministry of Finance, Baghdad.

Operating tables. Apr. 8. Ministry of Health. Specifications available for $1.40 from Ministry of Finance.

Medical supplies, veterinary. Apr. 25. Director of Contracts and Purchases, Ministry of Defense, Baghdad. Specifications may be obtained from Ministry of Defense.

Security telephone equipment. Apr. 23. Director of Contracts and Purchases, Ministry of Defense, Baghdad. Specifications SIGS/22 may be obtained from Ministry of Defense.

Letter boxes. May 20. Directorate General of Posts and Telegraphs. Specifications may be obtained for $5.60 from Secretary of Board, Ministry of Finance, Baghdad.

Wall tents, 50. Mar. 28. Office of The Director-General, Iraqi Republican Railways, Baghdad.★

X-ray film automatic processing equipment. Apr. 15. Ministry of Health. Specifications available for $2.80 from Secretary of the Board, Ministry of Finance, Baghdad.

New Zealand

Cylinder tubes, piston tubes, and **cylinder flanges** for power project surge tank gate hydraulic lifting cylinders. Apr. 3. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Specifications S.M.Q. 7268 P.W. 92/12/28/40/2 available on request from office of New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

Nigeria

Switchgear, battery charging equipment, transformer, shunt reactors, cables. Apr. 18. Electricity Corp. of Nigeria.

Specifications may be obtained for £12 ($33.60) from Liaison Officer, Electricity Corp. of Nigeria, Adelphi, John Adams St., London, WC. 2, England.

Pakistan

Meters, 400, Apr. 5; **balanced meters,** 1,200, Mar. 30; **unbalanced meters,** 4,050, Mar. 30. West Pakistan Water and Power Development Authority, Gardi Trust Bldg., Old Anarkali, Lahore.★

Meters of various amps., 25 a.c., 3-phase, 3-wire, 11,000/110 volts, 50 cycle; tender 536/DS/203/2-XXIX/61-62; Mar. 24.

Combination **meters** of various amps., 680 a.c., 3-phase, 3-wire, 400 volts, 50 cycle; tender 547/DS/201/2-XXIX/61-62; Mar. 26.

G.S.S. **suspension wire** size 7/16 S.W.G., 84 tons; tender 533/DS/184/Z-VIII/61-62; Mar. 22.

Galvanized steel line wire 600, 20 tons, and **galvanized steel wire** 400, 5 tons; tender 539/DS/178/Z-VIII/61-62; Mar. 22.

Underground cable of various sizes, 8,500 yds. low tension 3½ core; tender 550/DS/183/Z-XXI/61-62; Mar. 27.

Fuse cartridges, 600 R. D. 11 kv. 6 amps. and 1,600 11 kv. 10 amps.; tender 529/DS/94/Z-XVI/61-62; Mar. 27.

One truck-mounted full revolving **crane,** lifting capacity 5 tons without riggers, powered by diesel engine; tender 568/DS/153/Z-XXXXII/61-62; Mar. 27.

Cable, 74,000 yds. V.I.R. single core, 660 volts of different sizes; **cable,** 634,000 yds., weather proof, twin core 250 volt, different sizes. Mar. 28.

Stores Directorate Electricity, WAPDA, Gardi Trust Bldg.★

Single panels, 32, 11kv., 400 amp. O.C.B. with ct.'s of various amps. Mar. 29. Stores Directorate, Electricity, West Pakistan Water and Power Development Authority, Gardi Trust Bldg., Lahore.★

Electrical cords and plugs, various sizes and quantities, Mar. 24, Pur. 7-3/62/411; **electrical supplies, lamps and caps,** Mar. 24, Pur. 7-4/62/412; **protectors, heat coils, alarm fuses, and rotary converters,** Mar. 24, Pur. 7-5/62/413; and **branching amplifiers,** Mar. 21, Pur. 21-1/62/414. Purchase Coordinating Officer, Pakistan Telephone and Telegraph Directorate-General, Block No. 32, Karachi.★

Nibbing and punching machine, 1, tender P6/C/213/61, Mar. 28; 2 **capstan lathes,** tender P6/C/215/61, Mar. 29; **heavy seamless pipes,** 50,000 ft. (random lengths), tender P5/EVB/26/59, Mar. 20; 2 **transformers,** 4 **H.T. switch panels,** and 14 **L.T. switch panels,** tender P3/HA/16/62, Apr. 2; 5,200 yd. artificial leather cloth **upholstering materials,** tender P5/ACST/EB6/4/62, Mar. 20; 525 **steel tubes,** tender P6/EA1/MG/30/60/ACST/MAWD, Mar. 29; 1 **axle journal turning and burnishing machine,** tender P6/C/209/61, Mar. 28; and 1 **universal surfacing, boring, milling, drilling, and tapping machine** with traversing spindle, tender P6/C/214/61, Mar. 29. The Chief Controller of Stores, Pakistan Eastern Railway, Pahartali, Chittagong.★

Ceiling fans, 480 a.c., 56 in. sweep, capacitor type 220/230 v.; Mar. 26; tender No. P-2/1190/1-61. Chief Controller of Purchase, Pakistan Western Railway, Lahore.★

Peru

Cable, estimated cost $150,000, various. July 15. Lima Light and Power Co. Bidding documents and specifications may be obtained from consulting engineers, Motor-Columbus, Ltd., Panstrasse 27, Baden, Switzerland, for $10.

Sudan

Mobile crane, one, diesel powered, 5 tons. Apr. 4. **Hydraulic bushing press,** one, for use with locomotive motion parts. Apr. 9. Sudan Railways. Tenders should be sent to Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James', London, SW. 1.★

Sheathed telephone wire, 350,000 yd., vulcanized rubber insulated cotton, braided and PVC, Apr. 17; **telephone cable,** 10,000 yd., paper cord unit, twin lead covered, Apr. 16; Ministry of Communications, Khartoum.★

Taiwan

Filter tips, 24,360,000, natural fiber paper; Mar. 31. Central Trust of China, Purchasing Department, 68 Yen Ping Nan Lu, Taipei, Taiwan.★

Thailand

Teletypewriter equipment including perforators, reperforators, and miscellaneous power equipment for airport use; bids, accompanied by preliminary deposit of 92,000 baht (about $4,381), should reach the Transportation Department, Civil Aviations Office, Rajdamnoen Ave., Bangkok by 11 a.m. Apr. 16. Bid forms, terms, and conditions may be obtained from Stores Section in the Department.★

Trinidad

Electricity meters and **sockets,** 12,500, single-phase 2-wire 115-volt; **electricity meters** and sockets, 3,000 single-phase 3-wire 230-volt; **underground cable,** 2,500 yds., 12,000-volt belted cable for earthered neutral system. Apr. 23. Trinidad and Tobago Electricity Commission, 63 Frederick St., Port of Spain.★

The 1961 Spanish almond harvest is now estimated at 40,000 short tons, down 2,000 tons from an earlier forecast, according to the Foreign Agricultural Service.

Despite this reduction, the 1961 harvest represents the largest commercial crop on record in Spain.

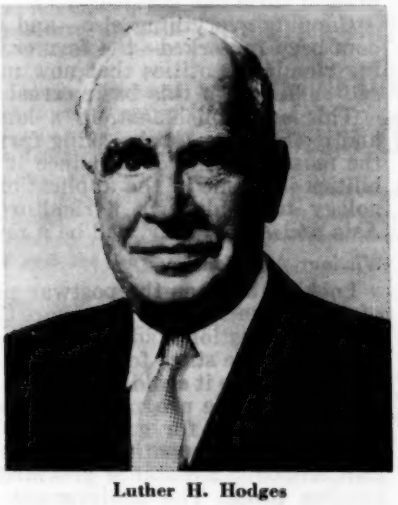
U.S. Exports to Japan Reach Peak; Payments Deficit Solution Sought

by Luther H. Hodges

Secretary of Commerce

THE continued increasing level of U.S. exports to Japan, which in 1961 reached the unprecedented peak of $1.74 billion, depends upon a number of factors, not the least of which is Japan's ability to sell larger quantities of its products in the United States.

Japanese exports constitute the chief means of earning dollars with which to buy American and other foreign merchandise.



Luther H. Hodges

In 1961, Japan's dollar earnings from commodity sales to the United States amounted to $1.05 billion and fell short of its purchases to the U.S. by $684 million.

That imbalance in trade, although reduced in part by other dollar earnings from the U.S., is an important factor in the foreign trade policy of the Japanese Government.

The United States buys about one-fourth of Japan's export products. These consist of foodstuffs and other consumer goods, many of which sell in competition with American products.

United States sales to Japan, on the other hand, accounted for about one-third of Japan's total import requirements and consist chiefly of foodstuffs, raw materials, and semi-manufactures.

With the deterioration in Japan's balance-of-payments in 1961, the increased rate of purchases from the United States, and the continual complaints of injury from Japanese imports voiced by certain American industries, the Japanese have become seriously concerned over the future of the American market for their products. These were among the subjects on which there was a frank exchange of views between cabinet officers of the United States and Japanese Governments last November at Hakone, Japan, during the first conference of the Joint U.S.-Japan Committee on Economics and Trade.

Although the conference was not intended to seek solutions to specific problems, it resulted in a deeper appreciation of the problems affecting the trade between our two countries.

The articles in this supplement of *Foreign Commerce Weekly* have been prepared for the purpose of casting additional light on the growing importance of trade and financial relations between the United States and Japan.

Phenomenal Postwar Growth of Japan Holds Lessons for Africa and Asia

by Philip H. Trezise

Deputy Assistant Secretary of State For Economic Affairs

JAPAN, FOR THE PAST DECADE, has been in the process of growing richer at a more rapid pace, probably, than any other country in the world.

It is seldom recalled nowadays that, when World War II ended, Japan was as nearly prostrate as a modern industrial nation could be. Its great cities were in ruins; its industries were shattered; the Empire was lost. There was even reason to believe that the very bonds that hold a society together might have been weakened beyond repair.

The outlook, at the most optimistic, was for a full generation of hardship, while the Japanese people painfully rebuilt and reorganized their shattered country.

This bleak and despairing prospect lasted only briefly. Within 5 years of the war's end, it had become clear that Japan could hope to earn its own way in the world.

In the 1950's this hope was more than realized. During this decade the Japanese people, with unusually scanty domestic natural resources, and without extraordinary foreign aid, built a new economy far more bountiful than any Japan had ever had in the past and one that was expanding at a rate rarely if ever matched under similar conditions anywhere.

Growth Phenomenal

Recently the Government of Japan estimated that gross national product for the fiscal year ending March 31, 1962, will have grown 10% in real terms over the previous year. The growth rate last year, in turn, was more than 13%, and in the year before that nearly 18%.

These rates of expansion, under conditions of comparative price stability, coming after a full decade in which average annual growth rates were in the area of 9%, can only be called phenomenal.

Some of the specific details of the Japanese accomplishment are equally remarkable. In 1950 the Japanese iron and steel industry, which is heavily dependent upon imports of raw materials, produced 4.8 million tons of crude steel. By 1960 this figure was 22.3 million tons. In 1961 it passed 28 million tons and Japan became the fourth greatest steel producer in the world, led only by the United States, the Soviet Union, and the Federal Republic of Germany.

Another Japanese industry almost completely dependent upon imports for its raw materials is petroleum refining. At the beginning of the last decade, Japan's refining capacity was about 69,000 barrels per day. By 1960 capacity was up more than 9 times to 640,000 BPD. Meanwhile, imports of crude oil rose more than 15 times over 1950.

Consumption of electric power increased by 150% during the 1950's. Textile production, most of it for domestic use, grew by 280%. Whole new industries, like petrochemicals and electronics, came into being.

At the decade's close, Japan had been thrust into the durable consumer goods age. Television had become a major industry.

Electrical appliances—refrigerators, washing machines, even dishwashers—had found an important place in the consumption pattern.

Ownership of an automobile, while still uncommon enough, has become sufficiently general as to make it an open question whether Japanese cities in their present form can survive.

Capping everything else—and this trend has seldom been remarked—the farmer has begun producing rice in quantities that now make Japan mainly self-sufficient in this basic cereal grain.

This accomplishment, in a land of small farms and in the face of a shrinking farm area, is possibly the most startling of all, since it reflects the possibilities inherent in the application of modern technology to small-farm agriculture. The lesson for Asia and Africa may well be a revolutionary one.

Wisdom Apparent

Looking back on the postwar period, the wisdom of our occupation policies is more than ever apparent.

The occupation under General Douglas C. MacArthur set the stage for Japanese rehabilitation and growth. Where it could have easily restrained or prevented Japanese progress, it fostered and furthered the possibilities for growth and development.

But neither occupation policies nor postwar American economic assistance provided the essential expansive force. The achievement was a Japanese achievement. Its basic ingredients were hard work, a pattern of frugality in the Japanese community, a general receptivity to change, and an extraordinarily adventuresome business leadership.

The story of postwar Japan is a very exciting one in itself. The recovery and growth of Japan under democratic institutions bears out, better than anyone could have expected, our belief that freedom and economic progress are compatible phenomena.

The ingredients which have made for Japan's performance are still there. The potential for economic growth has not been exhausted. Unless external factors come into play, the Japanese economy can be expected to continue to expand at a rapid pace for some years to come. This implies a big and a steadily expanding market for somebody's exports.

U.S. Should Hold Market

If the past is any guide, we should have a prominent, probably a dominant, place in that market. We sell Japan about a third of all her imports, and this proportion reflects advantages that we should, on the whole, be able to maintain.

(Continued on page 10)

U.S. Exports to Japan Hit a New High; America Remains its Biggest Customer

by Leonard Felsenthal
Far Eastern Division
Bureau of International Programs

JAPANESE SALES to the United States in 1961, for the third year in a row, exceeded one billion dollars. Japan's sales to the U.S. were higher than to all of Europe, South America, or Africa.

The U.S., which takes between 26 and 30% of all Japanese exports every year, is by far the most important market for Japanese exports; after Canada and in some years the United Kingdom, Japan has for many years been the largest supplier of U.S. imports.

This close commercial relationship has been of tremendous importance for both countries, and has, on the whole, benefited both.

For the Japanese producer, access to the American market has meant an opportunity to earn the dollars needed to buy the raw materials, foods and manufactured goods which Japan needs to live and to keep its factories going. It has meant employment for Japanese workers, profits for Japanese entrepreneurs, and incomes for investors and the Government.

The spectacular expansion of the Japanese economy which took place during the past decade, and which is continuing in the sixties, would have been impossible without the rapid increase in Japanese exports to the world, and particularly to the U.S.

Large and rising exports have not only been instrumental in raising Japan's total

(Continued on page 9)

by Mabel L. Eads
Far Eastern Division
Bureau of International Programs

UNITED STATES exports to Japan climbed to a new high in 1961, reaching $1.74 billion. America's exports to Japan were the highest to any oversea market, and were second only to next-door-neighbor Canada in total U.S. export trade. Our exports to Japan have almost tripled in the last 11 years.

It appears that American manufacturers, shippers, farmers and miners can continue to rely upon Japan as a top market. The Economic Planning Agency (EPA) of the Japanese Government has adopted a program to double the national income of Japan in the 10-year period ending in 1970. The achievement of this objective rests upon an expansion of imports and those from the United States are expected to increase threefold by 1970. Judging from Japan's past experience in meeting economic targets, the current goal does not appear to be unrealistic.

It has often been said that Japan must export to live; it is equally true that Japan must import in order to export. To double the national income, Japan's factories will require machinery from abroad and raw materials which Japan does not produce. Foodstuffs and consumer goods will be imported in additional amounts, not only because of population increase, but in response to demands resulting from higher incomes.

During recent years the United States

(Continued on page 8)

Import Controls System Of Japan Undergoing Significant Changes

by Tatsuo A. Miyakawa
Far Eastern Division
Bureau of International Programs

JAPAN'S import controls system is now undergoing some notable changes—changes which are being watched carefully by other countries including its largest import supplier, the United States.

The Japanese trade and payments liberalization program, adopted in 1960, introduced a course of action designed to eliminate nearly all restrictive controls within 3 years. The plan is now progressing toward a 90% liberalization goal by October 1962.

Japan's modern economy has gained significant benefits from the long application of high tariffs and extensive controls over foreign trade and foreign exchange transactions. Protection of industry has been a dominant theme, based on a system of centralized economic controls with the Government, private industry, and trade associations sharing the functions and responsibilities of regulating the essential aspects of production, distribution, and foreign trade and payments.

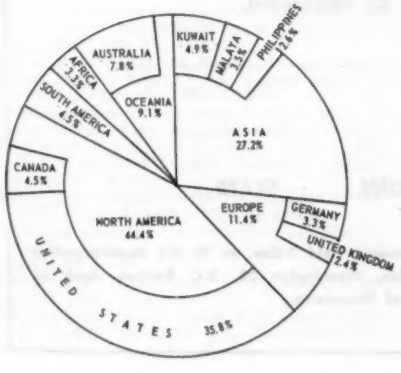
Restrictions a Post War Need

Japan's economy emerged from the war weak, unbalanced, dependent on imports, and incapable of earning sufficient foreign exchange by exports of goods and services to balance its international accounts.

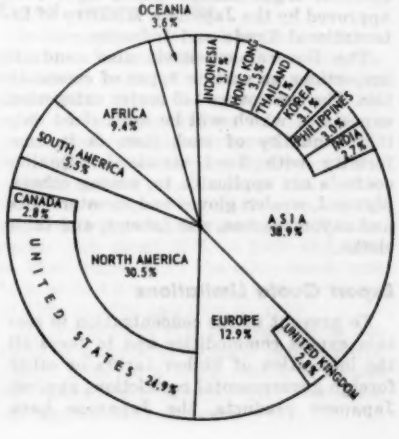
The maintenance of a centralized control system under conditions of frequent and severe foreign exchange crises was regarded as practical and the invocation of Article XII of the General Agreement

(Continued on page 8)

Distribution of Japan's Imports
By Major Suppliers
(January-November 1961)



Distribution of Japan's Exports
By Major Markets
(January-November 1961)



Quality and Price Checks Ease Japan Impact Worries

THE RAPID build-up of Japan's industries in recent years has made possible a remarkable expansion in its export trade. As exports expanded, however, a number of businessmen in foreign countries became increasingly concerned over the competitive impact of Japanese products on their local industries.

The complaints and protests made about Japanese exports caused the Japanese to take steps to remove the grounds for such criticisms. Those criticisms have included (1) heavy export concentrations in specific commodities, (2) Japanese sales at cut rate prices and (3) shipment of poor quality merchandise.

Check Prices

To prevent charges of dumping, the Japanese instituted a "check-price" system after the war. The check or floor price was a price below which exports were not permitted to be made. With increasing wage levels and rising costs of production in certain commodities, some of the check prices have been abolished.

Price controls are still maintained on few export commodities destined to Western Hemisphere countries. Among them are lily bulbs, mandarin oranges, oyster spat, pearls, tuna canned in oil, bicycle parts, binoculars and opera glasses, cameras, transistor radios, thermometers, malleable cast iron joints, wood screws, woolen knitted gloves, silk fabrics, woolen sweaters, and stainless steel flatware.

To meet complaints about the quality of Japanese products, Japan since 1948 has required inspections of selected export commodities to assure adherence to minimum quality standards. A new Export Inspection Law to promote Japan's exports and to enhance the reputation of Japanese products abroad through an inspection system became effective in 1958.

The inspections are performed by private firms and association-established inspection organizations which have been approved by the Japanese Ministry of International Trade and Industry.

The Government itself also conducts inspections on certain types of commodities. The law covers 145 major categories, exports of which will be authorized only if the quality of each item is in conformity with fixed standards. Quality controls are applicable to, among others, plywood, woolen gloves and sweaters, silk and rayon scarves, silk fabrics, and table cloths.

Export Quota Limitations

To prevent undue concentration in certain export commodities and to forestall the imposition of higher tariffs or other foreign governmental restrictions against Japanese products, the Japanese have adopted a policy of self-restraint in the export of problem commodities.

That policy is designed to limit the volume of certain commodity exports so as to avoid disruption of foreign markets. The Japanese feel that with such limitations, the foreign market for the commodity may be developed gradually without the threat of serious injury to the local producers in the country of destination.

The export quotas established by the Japanese for orderly marketing purposes fall into the two broad categories: (a) Government-imposed voluntary export quotas and (b) voluntary agreements among exporters or within trade associations.

The latter agreements, however, are not required by law or government regulations and are subject only to general government approval. Under the Government-imposed voluntary quotas, however, the shipment of commodities subject to those controls require export validation by the Japanese Ministry of International Trade and Industry. This is usually accomplished through Exporters Associations.

Wholesale, Retail Prices Show Sharp Divergence In Japan's 4th Quarter

A sharp divergence between wholesale prices and consumer prices was a significant development of the Japanese economy during the last quarter of 1961.

Wholesale prices showed an overall increase of 3.2% during 1961 but declined in each of the last 3 months of the year.

Consumer prices in Tokyo, however, rose consistently throughout 1961, except in May, for an overall gain of 8.8% for the year, second only to the 1953 record as the steepest annual rise since the war.

The downward movement in wholesale prices is attributed by U.S. Embassy officials to the tight money policy of the Government. The fact that it has little effect on consumer prices is believed by leading Japanese economists to be due to imbalances, particularly in urban areas, caused by a too rapid rate of growth. The Economic Planning Agency (EPA) estimates that consumer prices will continue to rise through the next fiscal year by almost 3%, even though the growth rate is reduced drastically and wholesale prices decline.

As the result of increasingly articulate consumer discontent, the Government has become concerned about the upward trend in the cost of living. The Government hopes to control retail prices somewhat in 1962 through tax reductions on consumer goods, holding down public utility rates, and stabilizing real estate prices.

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Commerce Publications Give Economic Data On Japan's Business

Commerce Department's publications containing basic economic, operational, statistical, and other data on trade with Japan are available from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or any of the Department's Field Offices. These include an investment guide handbook, *Investment in Japan* (1956. 150 pages), at $1 per copy, and the following *World Trade Information Service Reports:*

Basic Data on the Economy of Japan. Part 1, No. 58-71. 22 pp. September 1958. 10 cents. (Superseded No. 55-83.)
Economic Developments in Japan, 1960. Part 1, No. 61-46. 10 pp. June 1961. 15 cents.
Economic Developments in the Far East and Oceania, 1959. Part 1, No. 60-7. 22 pp. March 1960. 10 cents.
Economic Developments in Japan, 1958. Part 1, No. 59-40. 11 pp. April 1959. 10 cents.
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Some Clouds Are Predicted On Japan's Trade Horizon

THE YEAR 1961 was a time of high prosperity and record employment for Japan. As the year drew to a close, however, the mood of the nation was somber in regard to the future.

Several Japanese commentators predicted a depression in early 1962 and Japanese economic circles were haunted by fears of economic isolation stemming from the growing success of the European Economic Community and the avowed intention of the United States to become more closely associated with it.

A series of individual United States-Japanese trade problems have also become widely and often emotionally interpreted as evidence of growing American "protectionism," an issue toward which the Japanese are particularly sensitive because of the urgent necessity for increasing exports.

Deceleration Tries

Deceleration of the headlong pace of Japanese economic growth was the watchword during the last quarter of 1961. During that period leading Japanese Government officials increasingly voiced their concern over the direction of the economy.

The Prime Minister, in a policy speech to the Diet, admitted that the growth rate had gotten out of hand, resulting in certain imbalances such as a deterioration in the balance of payments, pressures on retail prices, labor shortages, and transportation bottlenecks.

He said the growth rate had exceeded all estimates and that the level projected for the close of Japanese fiscal year (JFY) 1953, ending March 31, 1964, will be attained in JFY 1962.

A number of measures to dampen down the economy were introduced in late September, when the rapid dissipation of Japan's foreign exchange reserves made the necessity of such action apparent.

The steady rise in the cost of living, attributed to unbalanced growth, was of immediate concern to the man in the street.

Investment continued at a high rate, which led the Japanese Government to intervene directly on occasion to restrain capital expansion and to cut back sharply the import budget for machinery.

The tightening of credit facilities created growing interest in raising capital in foreign markets, principally the United States, by means of loans and the sale of equities and debentures.

Gradual Effect

Indications began to appear that the measures to restrict credit, and thus the rate of investment and imports, were taking effect gradually, although production, imports, and consumption remained at high levels throughout the period. Exports, particularly to the United States, picked up somewhat, thus reducing the adverse trade balance.

The capital account once again turned favorable in the last 2 months of the year. As a result, there were only minor declines in foreign exchange reserves in November and December after drops at the rate of over $100 million a month in the three previous months.

Loans of $325 million from American banks and a standby credit from the International Monetary Fund of $305 million relieved fears of an immediate foreign exchange crisis, although Japanese businessmen generally recognized that these measures are palliatives rather than a solution to the basic problem.

While the Government's measures to slow down excessive economic growth are expected to bite more deeply in 1962, the momentum of the economy is so great that the Economic Planning Agency (EPA) estimates that growth for JFY 1961, ending March 31, 1962, will exceed 10% in actual purchasing power (almost 15% in nominal terms).

In JFY 1962, EPA expects the economic retrenchment policy to reduce the growth rate to 5.4% and to bring equilibrium in the balance of payments in late 1962. EPA thinks that exports will rise by almost 15% while imports will be held to a level about 2% below the current fiscal year. Business observers generally hold that it will be difficult for Japan to reach either objective.

Export, Import Peaks

In December 1961, both exports and imports reached new peaks. On a customs clearance basis, exports increased by about 35% over the previous month's level while imports rose by 7%. As a result, the trade gap narrowed to $56 million, the smallest monthly figure for 1961.

Both exports and imports also established new highs for 1961 as a whole. Imports, however, increased by 29%, compared with about 25% in 1960 and 19% in 1959. Exports, on the other hand, rose by a mere 4.5%, compared with increases of 17% in 1960 and 20% in 1959.

As a result of this discrepancy in the rates of growth of exports and imports, Japan incurred a trade deficit of almost $1.6 billion on a customs clearance basis, the highest ever recorded.

Liberalization of Import Controls By Japan Is Basic Policy Change

(Continued from page 3)

on Tariffs and Trade (GATT) was necessitated by Japan's precarious balance-of-payments situation.

Only recently was Japan challenged on the continued need for a system of trade and payments restrictions by the International Monetary Fund (IMF) authorities or by participating parties in the GATT.

In 1959, for the first time in recent history, a substantial liberalization of the trade and payments restraints and elimination of the highly restrictive system of controls on foreign transactions appeared possible and desirable.

Domestic economic conditions for such a move were favorable. Japan's economy was expanding rapidly, its export program successful, and the improved foreign exchange position reflected a continued small but consistent accumulation of gold and convertible foreign currencies. Further, the example of major European countries undertaking full currency convertibility in late 1958 and embarking on a major liberalization of their foreign trade, the deliberations of the GATT Conference in Tokyo in October and November 1959, and strong U.S. representations encouraged Japan to initiate a policy of a freer trade and payments system. The result was the 1960 trade and payments liberalization program. The plan has since been shortened by 6 months.

Pressures Resisted

The Japanese Government has maintained its liberalization position despite falling reserves and considerable business pressures to slow down the schedule. Full acceptance of the liberalization program by business, however, rests on the willingness and ability of the Government to assist those industries most immediately and most severely affected by the new policy.

Moreover, the present policy is not all-embracing. Highly subsidized commodities, particularly agricultural, either will not be liberalized, or if liberalized, will continue to be subject to price supports.

It is also unlikely that foreign exchange transactions will be freed entirely from control, particularly since Japan periodically suffers from a serious balance of payments problems.

The Japanese trade liberalization program is being accomplished by the transfer of commodities from the restrictive Fund Allocation System (FA) to the less restrictive Automatic Approval (AA) and Automatic Fund Allocation (AFA) lists.

However, as these transfers are effected, their full effectiveness is being weakened by the imposition of two new obstacles, designed to cushion the impact of the increasing imports and to improve the unfavorable balance-of-payments position.

First, the percentage of cash or securities deposits required when opening a letter of credit was revised—mostly upward—as of September 1, 1961. The change raised initial import costs on most commodities while relieving pressure on the foreign exchange supply.

Second, a new tariff schedule is expected to become effective April 1. The schedule will affect 133 items, most of them among the commodities scheduled to be liberalized between January and October 1962. Probably the most important of these tariff increases pertain to crude oil and copper and nickel products. Increases also have been recommended for canned pineapples, and import quotas are expected to be put into effect for antimony and molybdenum areas. Imports exceeding the quotas will be permitted to enter Japan, but at a higher tariff rate.

U.S. Merchandise Trade With Japan, 1951-1961

Significance to U.S. Exporters

The liberalization policy represents a basic change in the Japanese Government's previous protectionist attitude toward domestic industry and its paternalistic thinking with respect to foreign trade and payments.

Most of the commodities thus far liberalized are raw materials and include only a relatively small number of semi-finished or finished products.

The real test of the liberalization program will come when restrictions are lifted on such highly competitive imports as automobiles and durable consumer goods. The demand in Japan for advanced types of capital goods, foreign automobiles, and other consumer durables is heavy, with indications pointing to increased future demands.

In spite of restrictions and deterrents to free imports, over 1,700 items had been shifted by December 21, 1961, from the restrictive FA list to either the AA or AFA categories.

License to import commodities on the AA list is granted automatically by foreign exchange banks while the license for AFA products is granted, also automatically, but by MITI.

Included among these liberalized commodities of interest to U.S. exporters are such varied products as soybeans, pig iron, lubricating oils, some chemicals, certain electrical equipment, and some types of machinery.

In addition, special steels, some machine tools, motors, telecommuncations equipment and machinery, wheel-type tractors, and most organic chemicals will be freed by October 1962. Products to remain under control after October 1962 will be the key high price-support items such as rice, wheat, sugar, butter and cheese; mineral products such as coal, copper, zinc, and lead; and large passenger cars, large dynamos, large machine tools, and certain types of electric calculators.

Market Potential Good

A brief survey of the expected Japanese economy 10 years hence under the program to double the national income should encourage U.S. exporters. Population is expected to increase from the present 94.6 million to 102.2 million with per capita income exceeding $580. The mining, manufacturing, and construction sector is expected to account for nearly 39% of the 1970 national income with the tertiary industries, including transportation, communication, and public utilities, contributing approximately 51% compared with 36% and 48% respectively in 1960.

Import requirements (c.i.f.) to satisfy the needs of this expanding economy are estimated at $9.9 billion, up from the 1961 import total of $5.8 billion of which the United States accounted for approximately 36%. The U.S. share by 1970 should exceed $3 billion.

Consumer spending by 1970 will be about double the present rate with added expenditures centered on durable consumer goods, especially electrical appliances and automobiles.

This increased spending will probably result in the construction of between 5-6 million new dwellings, a seven-fold increase in the output of passenger cars, an increase in the number of households with television sets to 86%, with washing machines to 71%, and with electric refrigerators to 50%.

Tight Labor Market In Japan Results From Low Birthrate

Japan's burgeoning industrial economy is experiencing a tight labor market, complicated by the low birthrate of the immediate postwar period which has led to an acute shortage of junior and senior high school students looking for their first jobs.

Small "home" industries and agriculture are being hit especially hard by the shortage, which has resulted in wholesale advance hirings of university students months before graduation.

One result has been steadily increasing wages, which climbed in the 5-year period ending in 1960 by 32.9%, or an average of 5.6% a year. Preliminary data for 1961 show an additional wage and salary increase of about 15%.

Midyear and year-end bonuses brought the equivalent of 6 to 10 months' salary for some workers.

The tight labor market has made for higher labor costs and increased costs of production, affecting the competitiveness of Japanese exports.

Small Businesses Ignored

The new labor force entering the market for the first time has tended in recent years to flock to the large better-paying companies and to ignore the smaller businesses, where working conditions are less attractive.

The Labor Ministry, recognizing the seriousness of the labor problems facing small and medium enterprises, began sponsoring programs in June 1961 for the management of these concerns, stressing the need to improve working conditions in order to compete with the larger firms.

The wage gap between the large enterprises and the many small producers is slowly narrowing. Family workers who have been "employed" in very small enterprises have transferred to paid employment, increasing their ability to buy consumer goods and thus contribute to the boom.

A labor shortage is also developing in the agricultural sector. Since 1955 there has been a constant migration of young Japanese from the farms.

To alleviate the shortage maximum use is made of farm machinery. Joint farming operations are practiced and some farms have been turned into pasture.

Some Surpluses

Although labor surpluses exist among the older workers and in some of the more rural prefectures, management concentrates almost entirely on recent school graduates to meet its labor needs.

Wages are determined to a large extent by age and length of service and young workers are, therefore, cheaper. They may also be more adaptable and more productive.

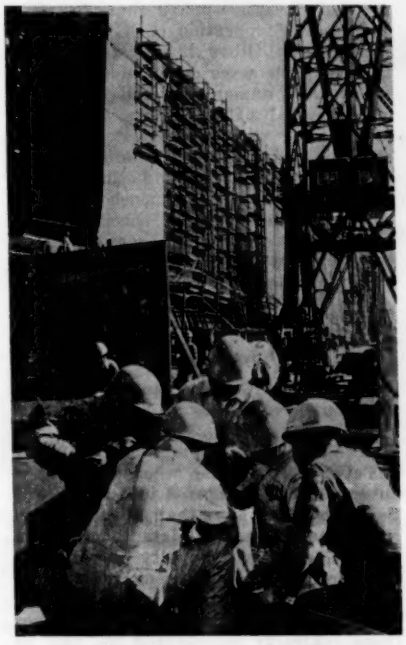
The shortage of workers in the junior high school graduate category (about 15 years old) is attributable to the fact that the birth rate was extremely low in 1945 and 1946.

In 1961 the number of junior high school graduates reached a rock-bottom 1,440,000. In 1962 the number is expected to reach 1,940,000 and in 1963, 2,500,000. After that, the full effect of the post-1948 decrease in the birth rate will be felt in the labor market.

Japan's Industrial Production Rises; Policies Make Leveling-Off Likely

Japan's industrial production continued to move upward during the fourth quarter of 1961, but at a less assured pace than earlier in the year. Although a clear trend is still not evident, it appears that Government economic adjustment policies are beginning to show some effect on the scale of production.

Fourth-quarter industrial production (including both mining and manufacturing) began with a spurt of activity in October after the summer slack period. This increase was short-lived, however, and definite signs of a leveling off in production became evident in the last two months of the year.



Activity in Japanese shipbuilding.

Production indices, seasonally adjusted, fell from an October monthly gain of 2.7% to 1.7% in November and an actual drop of 1.9% in December.

New Investment Trend

The trend in new investments is even more difficult to identify. The Government has, of course, done its best over the past several months to dampen the exuberant investment rate of the past year.

Partly because of Government urging, but also because of the rising difficulty in obtaining new money at reasonable rates, industry appears to be stretching out somewhat its timetable on acquisition of new plant and equipment.

As a result, machinery output dropped by 3.2% (seasonally-adjusted) in December; capital goods inventories substantially increased during November and December; and the four-year boom in building activity began showing signs of slowing down.

The almost self-conscious preoccupation with "excessive" growth has dulled somewhat an appreciation of the remarkable forward strides again made during this past year in industrial output.

Production rose 21.5% over the previous year, making 1961 the third year in a row when such increases were in excess of 20%. However, the 1961 figure does represent a slowdown in the rate of increase by several percentage points when compared with previous years (24.2 and 26.7% for 1959 and 1960, respectively) which is traceable to the faltering in pace during the latter half of 1961.

Growth Rate Varies

Moreover, the growth rate varied from industry to industry. In general, 1961 saw a continuing strong increase in heavy industry output (e.g. machinery, iron and steel) and a declining rate of increase in light industry items (e.g. textiles, ceramics, rubber products).

This development is in line with announced long-range objectives of shifting both production and exports away from some of the more traditional lines toward such basic and capital intensive industries as iron and steel, petrochemicals, heavy machinery and the like.

Japan Machinery Imports Seen Rising

(Continued from page 3)

has supplied about one-third of Japan's imports and it should be possible to maintain this share, although trade in individual items may decline or expand with technological changes in Japan.

The long-term trend is toward a greater proportion of U.S. exports of manufactured goods, particularly machinery, and a smaller share for agricultural products. In the last 3 years nonagricultural products have constituted roughly two-thirds of total U.S. exports to Japan and the other third has consisted of agricultural items.

Machinery Exports Soar

An investment boom of major proportions is underway in Japan and foreign-made equipment and techniques are much in demand. The Government's goal of removing controls on 90% of imports by October 1962 provides a strong incentive for plant modernization to meet increased import competition.

Under these conditions, exports of machinery from the United States jumped from $171 million in 1960 to $228 million in the first 11 months of 1961. Machine tool exports in particular soared, increasing from $61 million in 1960 to $87 million in 11 months of 1961. Superior quality, durability and shorter delivery time are reported as reasons for purchase from the United States.

Exports of office machines also boomed as Japanese industry strove to increase efficiency and cut manufacturing costs. Bookkeeping and accounting machines, electronic computers and other business machines are high on the list of machinery imported. Japanese production in this field is expanding rapidly but the domestic industry has not been able to supply the newer types of machines in sufficient quantity. Exports from the United States grew from $27 million in 1960 to $42 million in 11 months of 1961. Of this amount electronic computers accounted for $16 million and bookkeeping and accounting machines, $13 million.

The mushrooming investment boom has also spurred the demand for such industrial machinery as food and beverage processing equipment, wrapping and packaging devices, plasticmaking and woodworking machinery.

Exports of industrial process indicating, controlling and testing instruments amounted to $1 million monthly and exports of the entire category of manufacturing, service-industry, and miscellaneous industrial machinery totalled $58 million in the first 11 months of 1961, as compared with $37 million in 1960.

Although occupying a smaller share of total exports to Japan than in the immediate postwar years, the total value of agricultural exports is rising gradually and Japan continues to be one of the largest outlets for U.S. farm produce.

Raw cotton, usually the largest single commodity exported to Japan, took second place to scrap iron and steel in 1961.

Exports of soybeans, the second largest agricultural product, will top $100 million for the first time. Wheat exports, although large, continued the decline in process since 1957, partly because of a 16% increase in Japanese production. Exports of corn tripled over those of the preceding year in response to requirements of the poultry and livestock industry and attractive prices under Commodity Credit Corporation (CCC) barter arrangements. Other large-value agricultural exports were cattle hides, inedible tallow, and unmanufactured tobacco.

Nearly half of the exports of chemicals and related products consisted of polyethylene and other plastics and synthetic resins, tetraethyl lead, and other oil additives, agricultural and household insecticides and other chemical specialties. Exports of this category increased from $55 million in 1960 to $62 million in 11 months of 1961. Except for paints and varnishes, exports of other chemical groups also expanded.

Technical Know-How

Not included in merchandise trade figures, but nevertheless profitable and mutually advantageous, is the sale of American technology to Japan.

Between June 1950, when the Foreign Investment Law entered into effect, and September 1961 more than 1,500 licensing arrangments were validated by the Japanese Government. Royalty payments on these technical tie-ups amounted to more than $400 million, according to unofficial estimates. Approximately two-thirds of these contracts represented the sale of American management and know-how to Japanese firms.

With trade liberalization imminent, many Japanese firms wanted foreign techniques to improve their competitive ability. In July 1959 the Japanese Government announced a "conditional" validation procedure under which Japan reserves the right to postpone remittances in times of balance-of-payments difficulties. Since that date, the tempo of license approvals has speeded up with nearly 300 agreements validated in 1960 and probably somewhat more in 1961.

With the unusually high rate of investment in industrial plant in the past 5 years, technological changes in Japan are creating new markets on the one hand and are closing markets for other products. Also Japan is gradually easing import restrictions on certain products for which import licenses were previously denied, thus provided new export opportunities. The market is far from static and exporters will do well to antcipate and prepare to take advantage of current trends.

For example, coke breeze is a new import resulting from a modification in Japan's manufacturing techniques. Since mid-1961 Japanese imports of fine iron ore have risen sharply with a resulting increase in the demand for coke breeze for sintering the ore.

To cope with the shortage which developed, the Government permitted imports of nearly 100,000 metric tons in the 6-month period ending September 30, 1961. Imports for the next 6 months were programmed at about 200,000 tons and requirements for the year ending March 31, 1963 are estimated at 400,000 to 500,000 tons. A significant market exists for U.S. coke breeze.

On the other hand, the rapid development of Japan's new petrochemical industry has resulted in a drastic cutback in imports of acetone, ethylene oxide, isopropanol and methyl-ethyl-ketone as domestic production has increased.

At present all alkyl benezene used in Japan is imported (about 90% from the United States) but two Japanese companies plan to produce it in 1962 and two others in 1963. A gradual decline in exports can be expected as local supplies become available and quality improves.

Although all imports into Japan require a license, the Automatic Approval list of products which may be imported freely from any source is gradually increasing. (In January, Japan announced that 70% of its imports had been liberalized and by October 1962, 90% of its imports (on the basis of 1959 trade statistics) are expected to be licensed for import automatically within limits of the foreign exchange budget.

Consumer Imports Increasing

Imports of consumer goods and even luxury items, although not large, are slowly increasing. This does not mean that every Japanese family is in the market for an American car or TV set. The per capita income was only about $350 in 1960, roughly one-seventh that of the United States.

However, a substantial increase in real income has occurred for a great majority of Japanese households. Personal consumption expenditure expanded in the year ending March 31, 1961 by about 12%; wages and salaries by about 15%; and other employee emoluments such as fringe benefits by about 24% over those of the preceding year. Exports of "nonessentials" from the United States in the first 11 months of 1961 consisted of such items as cigarettes, nearly $2 million, shelled almonds, $600,000 and instant coffee, $5.6 million. Small imports of Jewelry, sports equipment, clothing and other consumer items have been permitted and are expected to grow.

Japan's 1961 Sales to U.S. Down 8%

(Continued from page 3)

national product; they have, perhaps more importantly, provided a constant stimulus for Japanese industry to keep up with the latest technical advances, to increase productivity and to find new products for export and domestic consumption.

This stimulus of international competition, superimposed on a highly competitive situation at home, has contributed much to the strength and the development of Japanese industry in the postwar period.

It has brought about a rapid increase in productivity which is reflected in rising wages and consumption levels.

The benefits for the American economy from the Japanese imports are also considerable. The American consumer's choice of things to buy at reasonable prices is increased. As new products are imported, markets for subsidiary products of similar items produced domestically are enlarged.

Imports From Japan Down in 1961

U.S. imports from Japan during the past decade have moved upward at an impressive rate. However, 1961 registered a mild decline, about 8% off from the previous year.

The decline was most pronounced in the first half of 1961, when the impact of the minor recession in U.S. business during late 1960 and early 1961 became apparent in a lower demand for world-wide imports. But the decrease in the volume of imports from Japan was also related to the extraordinary prosperity that prevailed in Japan in 1960 and 1961. Domestic Japanese demand was brisk, and the incentives to export were correspondingly weaker.

In the latter half of 1961 and in early 1962, conditions in the U.S. were reversed —the level of American business activities expanded, stimulating an increased demand for imports, while Japan experienced a serious decline in foreign exchange reserves and was confronted with a major balance of payments deficit.

In the second half of 1961, the incentives for Japanese business to step up exports, reinforced by the Government, were strong, and resulted in a recovery of exports to the United States which restored much of the earlier losses.

There is good reason to believe that the favorable trend for Japanese sales in the U.S. market, which was observed in the latter part of 1961, will continue in 1962.

General import demand has increased at a pace with the gains in output and incomes in the American economy. The upward trend of economic activities in the U.S., which is expected to continue through 1962, will increase the receptivity of the American market for foreign goods.

Loading American cotton for export to Japan.

Facing a continued balance of payments problem, Japan has adopted remedial measures. Among them the expansion of exports is crucial. A stepped-up Japanese sales effort in the United States is thus likely to occur in 1962. Developments on the American scene and in Japan will most likely result in increased U.S. imports from Japan in 1962.

Japan's sales to the United States represented about one-fourth of its total export sales in 1961. Sales to Western Europe were about one-eighth. However, Japan's 1961 exports to Western Europe (excluding the U.K.) rose by 18% over 1960, and expanding European economies and demand make it likely that the exports will continue to climb in 1962.

Five major European countries—the U.K., France, the Netherlands, Belgium, and Luxembourg—still deny Japan full most-favored-nation treatment by invoking Article 35 of the General Agreement on Tariffs and Trade.

However, bilateral agreements, concluded with Japan by the major Western European countries in recent years, have reduced the impact of these reservations on trade.

Textiles still rank first among U.S. imports from Japan, but their relative share has declined as the Japanese economy has shifted its emphasis from consumer goods to heavy industrial machinery, chemicals, and optical goods.

U.S. imports of Japanese foodstuffs, rubber, textile, wood and paper manufactures, nonmetallic mineral products and metal products also declined in varying degrees.

By contrast, American purchases of other materials increased significantly. Eleven-month figures for 1961 exceed the full 1960 totals for canned mandarin oranges, silk manufactures, canned tuna, unfinished oils, glass and glass products, earthenware, floor and wall tiles, pearls, and special steel products.

Preliminary data indicate that 1961 imports of cameras, optical goods, leather shoes, and certain marine products will top the 1960 figures.

The most significant increase in U.S. imports came in electrical machinery, which rose from 1960's $102.1 million to $112.8 million in 1961, bolstered by increasing U.S. purchases of transistor radios and toys.

'If We Are to Sell To Japan, We Must Buy from Japan . . .'

(Continued from page 2)

The year 1961 was a boom year in Japan, and one in which our exports to Japan exceeded our imports from that country by nearly $700 million. This level of export surplus was extraordinary.

During the 1950's our exports to Japan grew from $416 million to $1.3 billion, or almost 220%. By comparison, our sales to the most rapidly growing part of Western Europe—the countries now organized in the Common Market—rose from $1.6 billion to $3.4 billion, or about 110%.

The outlook is that Japan will grow as a market for American raw materials, agricultural products, industrial goods, and for a broad range of consumer manufactures and luxury items.

The wide range of prospective future U.S. exports to Japan is indicated by the widespread concern there over the potential influx of "cheap" American consumer goods. This concern indicates that, even in categories where Japan has a substantial comparative advantage, individual American products will be—or can be—highly competitive.

Any sensible concern for our export trade and for our balance of payments means that we must bolster our sales drive in the Japanese market.

Only a policy intended to hurt ourselves would justify measures that would serve to reduce our trade or to diminish our access to the booming and expanding economy of Japan.

If we could continue to increase our sales to Japan while the Japanese refrained from trying to sell to us, we would have "the best of all possible worlds"—from our own point of view. But we must remember that Japan cannot hope to finance its imports in anything like their present volume, to say nothing of a higher future volume, unless it has substantial dollar earnings from sales to the U.S.

Japan must continue to look on this country as its largest single customer. If, for any reason, Japan's ability to sell in the U.S. were to be markedly diminished, the adjustment process would involve a sharp decline in domestic business activity in Japan and a consequent reduction of purchases from abroad, including purchases from the United States.

We Also Must Buy

In short, if we are to sell to Japan, we must also buy from Japan. This is a fact of international trade that seems sometimes to sit badly with us. But is it really as onerous as is sometimes suggested?

The proposition that imports are a burden is true, in the same sense that the grocery bill is a burden. Still, despite the pain of paying the grocery bill, we find it desirable to have the groceries.

The same thing can be said of imports, including imports from Japan. The American consumer has registered his approval of Japanese products with his pocketbook vote, and the volume of our purchases from Japan has increased fairly steadily.

Furthermore, some imports from Japan have had an evident stimulating effect on U.S. industry and consequently upon the employment of American labor. Postwar Japan has been responsible for a number of innovations which deserve more attention than they have received in this country.

In the optical field, for instance, Japanese manufacturers have offered us a whole range of fine-quality equipment, some of it reflecting highly ingenious improvements.

Has it been a bad thing for our camera fans that the Japanese industry has offered them cameras highly competitive

Payments Balance Dominates Japanese Financial Outlook

Concern with the balance of payments continued to dominate the financial situation in Japan in 1961.

For calendar year the balance-of-payments deficit on current account (as measured by foreign exchange transactions) was $1,085 million, compared with a surplus the previous year of $111 million. The totals showed an unfavorable swing of nearly $1,200 million, or an average of $100 million per month.

Reserves, which rose to a peak of $2,035 million at the end of April 1961, declined steadily to $1,486 million at the end of the year, a loss of $338 million from a year earlier, and a loss of $549 million from the high point at the end of April.

According to preliminary estimates, reserves rose during January 1962 to $1,510 million at the end of the month.

The balance of payments on current account recorded a deficit in every month during calendar 1961. The peak was reached in June with a deficit of $147 million. The deficit declined in every succeeding month to $41 million in December. The net result for 1961 was a deficit of $312 million on overall account, compared with a surplus of $523 million the previous year.

Extraordinary Measures

The heavy deficits on current account placed such pressure on Japan's reserve position that the authorities took extraordinary measures. A special loan of $200 million was negotiated between the Bank of Japan and the three large American banks maintaining branches in Tokyo—Chase Manhattan, Bank of America and the First National City Bank. This loan was available in units of $50 million, to be drawn down in November and December 1961 and January and February 1962.

The recent relative stability of Japan's reserve position ($1,506 million at the end of October) thus has been due in part to the support available from this special credit. Another $125 million credit to the Bank of Japan, to be extended by seven leading U.S. banks and guaranteed by the Export-Import Bank of Washington, was announced recently. Proceeds from this loan will be used to pay for the purchases of U.S. agricultural products.

In addition to the credits obtained from private U.S. banks, the Government of Japan on January 19 obtained approval from the International Monetary Fund for a standby credit of $305 million. Thus, in addition to the regular exchange reserves, the Japanese authorities have a total of some $480 million available in special credits to meet any further deficits on current account which may occur during 1962.

Market Continues Tight

The money market was tight during the early months of 1962. Estimates are that by the end of March, the Government may have withdrawn as much as ¥450 billion net from the market due to heavy tax receipts and probable continuing net sales of foreign exchange to the market.

In addition to the normal return flow of currency and its regular loans, the Bank of Japan eased the market by special buying operations in February and was expected to do so in March. In addition, the Finance Ministry has approved special funds of ¥4 billion to be made available through the three special Government institutions for financing small business to help tide it over the period of tight money, and ¥8 billion of special assistance to local authorities for the same purpose.

with the better European products and with those of our own industry? The customers apparently do not think so, for Japanese cameras have had steadily increasing acceptance in this country. Moreover, it seems obvious that the impact of Japanese cameras has been to expand photographic film sales, and thus to increase domestic employment in the film producing and film processing industries.

In a dynamic society nothing stands still. Imports can displace domestic production temporarily and locally, but they can also lead to the expansion of domestic industry.

Imports are part of a desirable process in which we get from highly productive and increasingly inventive industrial economies abroad a great many useful things which make our lives more comfortable and our economy stronger.

However, it would be naive to think that because we gain as a nation from trade, there are no specific problems in our commercial relations with Japan. On the contrary, they are frequent and difficult.

Imports Different?

Basically, import competition, from Japan or anywhere else, is looked upon as quantitatively and qualitatively different from ordinary competition.

American producers are no different in this respect than other producers, including Japanese producers. Given this universal attitude, we have to recognize that imports, particularly when their impact is concentrated on one industrial sector or a few communities, appear to be an unfair and unreasonable intrusion on the domestic market.

Nobody can blame a worker for being upset if he feels that he has been displaced from his job by a product from abroad. Nor can we fail to sympathize with a businessman who finds his sales and profits slipping away in the face of import competition.

But as a community, we can at least provide assistance for workers, firms, or industries which have been injured after their traditional import protection has been reduced.

This assistance is what the President is proposing in his new trade legislation program now before the Congress.

Buying, Selling Enrich Us

As we come to understand the issues better, most of our unfounded fears, it is hoped, will fall away. The idea will gain more acceptance that in buying—as well as selling—abroad we enrich rather than harm ourselves.

Nothing could do more to smooth over the frictions in our trade with Japan than a wider public understanding of this not very revolutionary proposition.

FACTS ON JAPAN

Population: 94.1 million (estimated as of August 1961). Annual rate of increase, 1%.

Area: 147,000 square miles, less than size of California. Three-fourths of land mountainous or hilly. About 16% is arable and two-thirds forests.

Language: Official language is Japanese. English widely used in business.

Gross National Product: $40.7 billion for year ending March 1961 as compared with $34.9 billion for preceding year.

Exchange Rate: Official rate set at 360 yen to US $1.

Trade Controls: All commercial imports into Japan subject to licensing. Priority accorded essential foods and raw materials. Restrictions maintained on non-essential and luxury type products. Removal of import restrictions proceeding under Government's liberalization program.

Economy: Principally industrial. Highly dependent upon foreign trade. Major industrial production includes textiles, iron and steel, machinery, chemicals, ships, metals, cement, pottery. Agriculture second in importance. Fishing significant—tuna, salmon, crab, and sardines.

Financial Position: Strong in 1958-1961. Foreign exchange reserves reached peak of $2 billion in April 1961. High level of economic activity and attendant increase in imports in 1961 resulted in deterioration of balance-of-payments and decline in reserves to $1.5 billion at year's end.

Transportation: Railways—approximately 18,000 miles. Japan has about 600,000 miles of roads, about 17,000 miles of which are paved. Japan's merchant fleet consists of over 2,000 vessels with a gross tonnage in excess of 6 million. It ranks fifth as a maritime nation. Major international airport is at Tokyo.

Communications: About 5 million telephones, 13.4 million radios, and 8.7 million television receivers in use.

Foreign Trade: (Imports c.i.f., exports f.o.b.) in millions of U.S. dollars:

	1959	*1960*	*Jan.-Nov. 1961*
Total imports	$3,599	$4,491	$5,272
Total exports	3,456	4,055	3,755
Imports from U.S.	1,113	1,545	1,888
Exports to U.S.	1,031	1,083	935

Other Principal Trading Partners: Canada, Australia and New Zealand, United Kingdom, Thailand, Philippines, Federal Republic of Germany, Mexico, and Union of South Africa.

Principal Imports from U.S.: Raw Cotton; iron and steel scrap; industrial machinery; soybeans; coal; petroleum; wheat; copper and copper alloys; unmilled corn; organic chemicals; raw hides; iron and steel; animal oils, fats, and greases; synthetic rubber, phosphate rock; measuring, controlling, and scientific instruments; polyethylene, used as materials; chemical wood pulp; potassium fertilizer; iron ore; passenger cars; zinc and zinc alloys.

Principal Exports to U.S.: Textiles and wearing apparel; radio receivers; iron and steel; toys; plywood; pottery; carpets; raw silk; nails, bolts, nuts, etc.; cotton fabrics; tuna, fresh or frozen; silk fabrics; tuna, canned; photographic apparatus; imitation jewelry; pearls; woolen and worsted; and inorganic chemicals.

U.S. Direct Investment in Japan: Cumulative totals in millions of dollars: 1950, $19; 1951, $21; 1952, $69; 1953, $92; 1954, $106; 1955, $128; 1956, $181; 1957, $185; 1958, $181; 1959, $209; 1960, $254.

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THE WORLD TRADE INFORMATION SERVICE WILL GIVE ANSWERS TO QUESTIONS ON SUBJECTS BELOW FOR 93 COUNTRIES

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- Mail shipment provisions
- Customs treatment of samples and advertising
- Labeling, marking, and packing
- Entry of goods into foreign customs
- Warehousing abroad
- Transit provisions for exports
- Abandoned and reexported goods
- Government representation here and abroad

Reports with initial numbers 59, 60, and 61 may be purchased from the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C. Reports with initial numbers up to 59 may be purchased from Sales and Distribution Office, U. S. Department of Commerce, Washington 25, D. C. All reports may be obtained from the Department's 34 Field Offices.

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Pakistan Is Interested In Producing Soda Ash, Salt, Synthetic Aggregate

The Government of Pakistan is interested in contacting American firms that might establish salt, soda ash, and synthetic aggregate plants in East Pakistan. The plants could be set up directly or in collaboration with local investors.

Production of salt by solar evaporation is feasible, a report indicates. Detailed, estimated capital costs for the installation of such a system are available.

Demand for soda ash would be at least 36,500 tons annually, it is estimated. Present demand for caustic soda approximates 7,000 tons. This is expected to rise to about 11,000 tons in the next few years. Salt production facilities are a prerequisite to establishing a soda and caustic soda industry. While these facilities may not be able to produce either soda ash or caustic soda at a lower cost than imports, the resulting foreign-exchange savings and increasing availability of important industrial raw materials would justify the investment involved.

Aggregate requirements are met by breaking overburned or other off-quality brick at the construction site. As cement supplies and construction activities increase, the supply of broken culls may be insufficient. A plant to produce synthetic aggregate might eventually prove valuable.

Address inquiries to the Regional Representative, Government of Pakistan, Investment Promotion Bureau, Pakistan Secretariat III, Dacca, East Pakistan.

Industrial Equipment, Appliances Sought; Belgian Plants Offered

THREE Belgian factories with office space are offered for sale or possible joint ventures to American manufacturers and sales organizations that want to set up organizations within the European Common Market.

In addition, a licensing agreement is sought for manufacture of such equipment as furnaces, crushers, and conveyors, and a joint venture in electrical appliance production is asked.

● One factory was formerly a canned food processing plant. This industrial complex is located about 45 km. from Brussels and 25 km. from Antwerp. It is accessible to all forms of transportation and the Albert Canal and the Antwerp-Cologne highway are nearby.

A ground plan and photographs of this factory are available on a loan basis from the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Interested firms may write directly to A. De Kepper—Van den Bosch, 29 Bergstraat, Hust-op-den-Berg.

● A second factory is in an industrial suburb of Brussels. It has 18,000 sq. meters of floor space. The covered surface of this plant is 4,450 sq. meters. An additional 1,800 sq. meters of land is available.

Property is said to be suitable for any large manufacturing activity and is ready for immediate occupancy. Plant was formerly a spinning mill.

Details, in French, are available from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to A. A. L'Industrielle de Vilvorde en Liquidation, 281 Chaussee de Haren, at Vilvorde, Brussels.

● A third plant includes a residence, workshops, maintenance building, and offices.

The asking price is 6.5 million Belgian francs ($130,000).

A map is available, on loan, from the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Send inquiries about this property to Agence Commerciale Rapide, 14 rue Jourdain, Brussels.

Joint Venture, License Asked

Additional details on the following two proposals are available from either the Belgian Industrial Information Service, 50 Rockefeller Plaza, New York 20, N.Y., or the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

● An electrical household-appliance producer is interested in a joint venture, including equity participation, in order to add new products to his present line.

About 20% of the firm's present production is exported. The market envisaged is that of Western Europe.

Write to S. A. Kalorik, 59 rue des Palais, Brussels 3.

● An engineering and marketing consulting firm, associated with 2 Belgian industrial companies, seeks a licensing arrangement to produce furnaces, kilns, crushers, electrofilters, separators, and conveyors, as well as equipment for the chemical, steel, glass, cement, and food industries.

Company now buys, sells, and leases industrial equipment, negotiates licensing agreements, and prepares construction projects. Its 2 industrial associates produce storage tanks and steel mill equipment.

Write to Soc. Belge d'Etudes et de Representations Industrielles, Soberi, Brussels.

French Firms Seek Varied Equipment Licenses

Three French industrial enterprises want licensing agreements for meat-flour, electronic, and diverse industrial and household equipment.

● One company, specializing in the manufacture of boilerworks, metal structures, pipes, and reaming equipment, wishes licensing rights for machinery used to degrease meat flours.

It is capitalized at $2 million and has a reported annual business of about $28 million. Employs 3,500.

Firm recently opened plants in Spain, Germany, and Italy and sells in Common Market countries, Spain, Africa, and elsewhere.

Write to Ets. Levivier, S.A., 224 Avenue Desandrouins, Valenciennes (Nord).

● A foundry company would like licensing rights for various types of industrial equipment in the Common Market area. It is especially interested in tools, automotive spare parts, domestic heating apparatus, and household articles.

The foundry does casting, shell-molding, and machining and provides an engineering service.

Write to Fonderies de la Fasse-aux-Chenes, S.A., 105 rue Turgot, Roubaix (Nord).

● A manufacturer and distributor of electronic components and parts wishes licensing rights for similar articles on the Common Market.

The firm is particularly interested in miniature potentiometers and resistors, as well as in miniature equipment for printed circuits.

Write to Europelec, S.A., Rue Jean Juares, Les-Clayes-sous-Bois (Seine-et-Oise).

Steel Item Output Proposed in India

TWO Indian firms wish assistance from American manufacturing companies in the form of equipment and technical and financial collaboration. These firms propose to manufacture steel strip; safety razor blades, stainless steel cutlery, steel tubes, and material handling equipment.

Details of these proposals may be obtained, on loan, from Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C. Also, write directly to these companies. Their addresses appear below.

● A producer of bicycle chains wants American technical and financial collaboration to manufacture steel strip in Indore, Madhya Pradesh, or Bombay. Company has a factory in Indore, as well as interests in a bicycle-spoke manufacturing plant and several trading companies.

Firm proposes to produce steel strip of a thickness of 1 mm. which is not now produced in India. Steel strip requirements are met by imports and the Government of Madhya Pradesh is said to have evinced a keen interest in the project and promised assistance.

Raw material is expected to be available from the Government-owned steel mill at Rourkela. Suitable sites with adequate facilities are available in Indore and Bombay and the proposed joint venture would be organized as a closed corporation.

The firm would meet contributions of machinery and technical know-how with equity capital up to 49%. It offers an equal share in management to the American participant.

Negotiated agreements are subject to the approval of the Government of India.

The Indian firm has not yet obtained the necessary industrial license from the Government but is confident that such a license will be granted.

Write to Roller Chain Manufacturing Co., 12, Nanabhai Lane, Bombay 1, India.

● Another firm manufactures expanded metal from black sheets and is interested in obtaining U.S. aid for a steel-processing plant.

The proposed plant would manufacture safety razor blades, complete with blanking and grinding equipment; stainless steel cutlery with metal and nylon handles; hollow tapered steel tubes, about 6-7 ft. long, suitable for assembling one inside the other with adequate overlap to form masts; and material handling equipment such as manual and hydraulic pallet trucks and portable belt conveyors up to 36 ft. by 24 in.

The U.S. company would be expected to provide machinery and technical know-how for the project.

A ready market is believed available in India for better quality goods and a market will exist in Ceylon, Burma, and southeast Asia.

Write to the Hindustan Wire and Metal Products, Ltd., 2 Hare St., Calcutta, India.

Oil Storage, Transport Parts License Asked in Australia

An Australian producer of pumping equipment and agricultural bearings wishes a license to make valves, vents, and attachments for bulk-liquid road tankers.

The company also wishes to purchase or make under license sliding, piston-type expansion joints and corrugated expansion joints for use in air, hydraulic, and steam installations; pressure and vacuum-venting systems for control of bulk-liquid petroleum storage; and equipment to handle reelless bead wire.

Firm is newly formed, having purchased the assets of a company established for 25 years. It occupies 6,500 sq. ft. of space. Equipment includes lathes, mills, drills, grinders, and test benches.

Write to Mr. G. A. W. McAuley, sales manager, Axiom Equipment Pty., Ltd., 225 Ingles St., Port Melbourne, Victoria.

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Bolivian Metal Reserves Are To Be Developed; Working Capital Sought

A Bolivian Government corporation seeks joint-venture capital to exploit and develop zinc, lead, copper, and gold reserves.

Known as the Matilde Mines' Group, the property reportedly has proven reserves of 3 million tons of the 4 metals. Private firms wishing to participate must provide investment and working capital and demonstrate technical capacity and financial solvency.

A bid for participation has been announced, in accordance with Law No. 151 of January 8 and Decree No. 06000 of February 9.

The mixed corporation will exist up to 30 years and must be operative within 30 months of organization. Copies of the call for tenders may be obtained on a loan basis from the Foreign Investment & Licensing Division, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Bids should be submitted to the Secretaria General, Corporacion Minera de Bolivia, Edeficio Comibol, 5° Piso, Avenida Merescal del Santa Cruz, La Paz, Bolivia.

Aid in Plant Development Sought by Israeli Group

Offers for equipment and machinery, together with know-how, planning assistance, and proposals for possible joint Israeli-American manufacturing enterprises, are invited by a public organization representing the World Zionist Organization in Israel.

There is particular interest in plants for poultry processing, with a capacity of 1,500 birds an hour; a mixed fodder mill; and a food-processing plant. Offers for machinery and equipment for a complete plant are requested.

Address inquiries to the Foreign Investment and Licensing Division, 62-IO-1, Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Yugoslavia's 1961 total walnut crop is estimated at 33,000 short tons in-shell by unofficial sources, a considerable increase from the 1960 crop of 22,000 tons, according to the Foreign Agricultural Service.

Commercial production—only a small proportion of the crop—is estimated at 4,200 tons for 1961, nearly double the short 1960 crop of 2,200 tons. Average 1954–58 production was 4,500 tons.

Congo Republic Invites Investment Capital For Light Industrial Growth

BRAZZAVILLE.—A study of investment possibilities in the area around the port of Pointe-Noire in the Republic of Congo has recently been released by the Government, according to the U.S. Embassy in Brazzaville.

Prepared by a European industrial research firm, the 57-page report is primarily concerned with the development of light industry. It recommends a number of projects which would involve a total investment of about 2,439 million cfa francs (about US$10 million).

The following industries are recommended as being commercially feasible:

- Fishing and fish processing industries—cold storage facilities, fish canning, fish flour processing, and the development of a fishing fleet.
- Brewing and bottling industry.
- Food industries—flour processing mills, biscuit manufacturing plants, industrial bakeries, and confectioneries.
- Lumber industries—plywood, match factory, pressed wood plant, and pulp and paper mill.
- Miscellaneous industries—clothing, plastics, bicycle assembly plant, metal furniture manufacturing plant, nails and bolts manufacturing plant, ceramics, and soap factory.

For each of the recommended industries, the report gives information about the current market situation; technical conditions of production; estimated production costs and required capital outlays; and taxes, duties, and possible Government support.

Liberal Investment Code Set Up

The Congolese Government is anxious to attract foreign private capital to aid development of the country's economy and has established a liberal Investment Code.

The Code sets forth a number of guarantees common to all business ventures such as free transfer of profits and capital realized from the sale of assets, and certain basic fiscal and tax advantages.

In addition, the Code establishes 3 categories of "privileged regimes" which provide additional tax and customs benefits for varying periods of time. For undertakings considered to be of exceptional importance to the country's development —and where a significant investment is involved—preferential treatment may be extended up to 25 years.

The precise regime under which an enterprise falls and the extent and duration of benefits to be accorded under the regime are subject to negotiation between the investor and the government.

Copies of the original report, in French, or a summary of the report's findings in English, are available on loan from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Seven German Firms Look for Licenses In Instrument, Textile, Other Lines

AMERICAN manufacturers of aircraft instruments; household goods and garden implements; printing services; textiles and wearing apparel; scientific, technical, and industrial instruments or equipment; copper pots and pans, vases, and flower pots; and polyester fiber boats have been asked to participate in licensing arrangements for these products in West Germany.

- A producer of special machines and magnetic equipment and devices wishes a licensing agreement to produce aircraft equipment. Is particularly interested in pressure gages, regulators, thermostats, liquid meters, valves, and electromechanical devices.

The firm is also interested in repair work for American manufacturers of such equipment. Write to Meteor-Maschinenbau Franz W. Prettl, 52 Bollstrasse, Pfullingen, Wuerttemberg.

- A manufacturer of couplings and hand-operated grass shears wants to produce and market garden implements and household goods, under license.

Has a well-equipped metalworking shop with a 60-ton press and employs 30 persons. Has general agents in Switzerland, Austria, the Netherlands, and Belgium and sells to the trade in western Germany.

Arrangements open to negotiations. Write to Bruno B.O. Krieger, Nedderfeld, 32, Hamburg—Lokstedt.

- A printing establishment wishes a joint venture with a like American company having manufacturing and export accounts.

Firm employs 12 persons and has 2 offset printing machines, 4 book printing machines, and 6 bookbinding machines.

Capital participation considered necessary. Write to Erich K.F. Mueller, Puckafferweg, Tangstedt Bez. Hamburg.

- A manufacturer of textiles and wearing apparel wishes a joint venture with a U.S. firm and can supply capital of $125,000.

Company also has factory space available in its plant for use by the U.S. firm—4,300 sq. ft. of office space in a new building and 3,000 sq. ft. in the basement. Additionally, an empty wing of a textile mill, erected in 1961, has about 5,400 sq. ft. of covered space and 375,000 sq. ft. of unroofed open air space on the plant site. Water, electricity, gas, and drain facilities are also available. Site is located near a superhighway.

Write to Recenia Textilwerke Max Boese K.G., Raunheim/Main near Frankfurt/Main.

- A firm that makes electric clocks and recording, counting, and measuring devices is interested in concluding licensing agreements with U.S. firms for the production of scientific instruments and equipment, precision technical and industrial instruments, and equipment with electrical components.

Write to Math. Baeuerle GmbH, 7-11 Gewerbehallstrasse, St. Georgen, Schwarzwald.

- A producer of copper flower pots, vases, and household equipment such as pots, pans, and kettles wishes a licensing arrangement to make similar items as well. Firm has a good reputation.

Write to Mr. Heinz Kraas, Gebr. Kraas, Metallwarenfabrik, 38 Heidestrasse, Boesperde Kr. Iserlohn.

- A wholesaler of water-sport articles, collapsible and inflatable boats with and without motors, and large boats, wishes a licensing agreement or joint venture to manufacture polyester fiber boats.

Is a reputable firm with $125,000 available as equity capital for a joint venture, as well as building sites for eventual expansion of manufacturing facilities.

Write to Messrs. Delius & Lahme, 23 Breite Strasse, Bielefeld.

Argentine Forging Plant Asks Venture, Capital

An Argentine industrial forging plant wishes a joint venture to undertake large-scale operations, together with $240,000 in American capital.

Company wants to get in touch with a U.S. firm specializing in forging pieces and spare parts for agricultural, railway, automotive, and petroleum equipment. Is also interested in U.S. machinery and technical skills.

Company is newly organized and enjoys a good reputation. Write to Timar S.A.I.C., Corrientes 1485, Buenos Aires.

Australian Economy Recovers Slowly; Unemployment Increases

CANBERRA.—Gradual recovery marked by pockets of stagnation and a slight increase in the level of unemployment characterized the Australian economy in the last half of 1961, according to the U.S. Embassy.

Although from June 1961 onward the Government progressively removed the last of the fiscal and monetary controls adopted in November 1960 to restrain inflationary pressures, the economy responded slowly and business confidence throughout the country continued to lag despite mounting bank liquidity and growing availability of credit.

Continued cautiousness generally on the part of the consuming public was reflected in declining figures for installment sales, durable consumer goods industries being affected the most seriously. Economic commentators repeatedly said that capital inflow had shrunk appreciably.

These economic developments became major public issues with the result that the Federal election campaign in December was waged largely over the state of the economy and ended with a near loss by the Government parties of their majority in Parliament. Government economic policies over the next year, or until new elections are held, therefore, are expected to be influenced heavily by this unexpected reverse. (The Prime Minister followed through with an announcement in early February of new measures to stimulate the economy (FCW, Mar. 12, 1962, p. 432.)

Domestic Trade Affected

Domestic trade has been substantially affected by the current economic recession. Retail sales are slowly recovering to the pre-November 1960 levels, but hire purchase commitments continued to decline, although at a reduced rate, at the end of the year. Installment sales have declined substantially for motor vehicles, trucks, parts and accessories, and household and personal goods. The drop in retail trade was based primarily on reduced sales of appliances, particularly in radio and television receivers, domestic refrigerators, automobiles, and household furnishings.

Investment has been affected in mixed fashion by the recession. Only a slight decline occurred in financing of plant and machinery according to the National Bank of Australasia, Ltd. Capital expenditure appears to have been maintained or increased in the food, engineering, transport, chemical, and oil refining industries, while the level of investment in textiles and clothing, printing, paper, and nonmanufacturing industries, according to the Bank, appears to have been reduced.

Consumer goods face strong sales competition in the Australian market because of generally high inventories of these items that accumulated during the 1961 recession. Local manufacturers of consumer durables in particular have been attempting to reduce stocks by price reductions, generous trade-in allowances, and other special efforts to stimulate sales. In general, production facilities available for consumer durables far exceed local market requirements, and competition in this area is rigorous.

A *Buy Australian* campaign, organized by the Chamber of Manufactures, began operation in the latter half of 1961. Plans are to spend £A1 million for this purpose over a period of time (£A1= US$2.25).

The investment climate during the latter half of 1961 was adversely affected by the comparatively depressed economic conditions, although gradually improving conditions are expected in 1962.

A general assumption of economic commentators is that capital inflow declined appreciably in the last 6 months of 1961, although official statistics will not be available until March 1962. The *Australian Financial Review* contends that capital inflow has been reduced to about £A120 million annually as opposed to about £A220 million in 1960-61. Part of this decline, however, can be attributed to the reduction of substantial oversea credits extended to finance Australian imports in 1960-61.

Continuing favorable investment prospects exist in Australia, but recently there has been some criticism, both public and private, regarding wholly foreign-owned companies. The Prime Minister, while denying any plans to control capital inflow, has stated that the Government favors Australian participation in ownership of such companies.

Continued demand by business and industry for more rapid techniques and automated processes has created an expanding investment market for electrical equipment, producer durables, and computing equipment. Raw mineral exports are rising, and the mineral processing industry is expanding. The chemical and food processing industries have both been areas for recent U.S. investment, while the oil strike in Queensland has prompted a number of plans for increased investment in that sector.

Development in Key Areas

The 1962 Australian budget provided sizable amounts for economic development activities with concentration on power, irrigation, and communications. Additional amounts can be expected for 1962 and 1963 as a means of countering the current recession. The lesser developed states of Queensland, West and South Australia, as well as the Northern Territory, are particular targets for these expenditures. The Snowy Mountain scheme to provide peak load power and irrigation for the southeastern area will eventually cost £A400 million, of which £A213 million remains to be contracted. Total power capacity in the country is expected to double by 1970 to meet increasingly heavier demands by industry.

Improvement of communication facilities includes completion of the standard-gage railway from Sydney to Melbourne, construction and enlargement of airport facilities to handle jet traffic, new "beef" roads to give access to remote cattle grazing areas, and dredging and new wharf construction in the many seaports of the country to permit expanded exports of iron ore and coal to Japan. Considerable expenditure is being devoted to oil exploration, which is also aided by Commonwealth Government subsidies.

Major Economic Sectors Lag

Industrial production continued at a much reduced level in the last half of 1961 compared with the same period of 1960 and the decline by the end of 1961 had reached the production level of 1957-58, according to a report by the Australia and New Zealand Bank, Ltd. The sharpest drops occurred in transport equipment, furniture, household goods and other consumer durables, as well as textiles and clothing.

Unemployment was the main campaign issue in the December Federal election, and it is likely to continue to receive priority attention until the present 2.8% level of unemployment is substantially reduced. Latest figures indicate an increase in manufacturing employment, but the level is still considerably

(See Australian, page 480)

Argentina's Industrial Production Rises; Trade Deficit Overshadows Economy

BUENOS AIRES.—An industrial upswing which got underway in Argentina in the second half of 1960 was intensified in the fourth quarter of 1961, the U.S. Embassy reports.

The physical volume of industrial output for the first 9 months of 1961, the latest available, showed a 11.5% increase over that in the corresponding period of 1960. In the closing weeks of the year production was restricted by a 42-day railway strike.

Clouding the economic outlook, however, was the mounting foreign trade deficit that generated concern in both official and private circles.

During the quarter PASA, an international consortium, signed final agreements with the Argentine Government for construction of a $72 million petrochemical complex. The Government also approved multimillion dollar proposals by General Motors and Chrysler for compact passenger car production. A similar proposal presented by Ford had been approved in September. Automotive vehicle production for the year totaled about 135,000 units, as compared with 89,000 in 1960.

Construction of the SOMISA steel plant moved ahead with installation of 4 open hearth furnaces to be completed in early 1962. Two Argentine steel companies received approval for development projects—SIDERCA for a 150,000-ton primary steel plant, and ACINDAR for a program to raise its present facilities three-fold to an integrated operation of 600,000 tons annual capacity. In November the Kaiser Aluminum Chemical Corp. received authorization to install a 20-thousand-ton production plant in Patagonia at an estimated cost of $28.5 million.

By the close of the year private foreign investment proposals in fields other than petroleum and electricity approved by the Government totaled an estimated $400 million.

SEGBA, the Buenos Aires power company, signed a purchase contract for a 194,000-kilowatt generator. Subsequently, the company negotiated a $95 million credit from the World Bank for completion of a 600,000-kilowatt Dock Sud powerplant.

Crude Output Rise Expected in '62

The basic trend in crude petroleum production was strongly upward, although in the fourth quarter it declined somewhat from the 3.4 million cubic-meter-volume of the preceding quarter —a temporary setback caused by transportation difficulties in certain producing areas as a result of the railroad strike. Crude production in the first 11 months of 1961, was averaging about 1 million cubic meters a month. Output was up 35.2% over that of 1960, with 12.2 million cubic meters in January-November 1961 as compared with 9 million cubic meters in the same period of 1960. Another 35% increase in crude production should be reached in 1962.

The Italian State hydrocarbon agency (ENI) signed a contract with Yacimientos Petroliferos Fiscales (YPF) in December under which it will invest a minimum of $100 million in oil-well drilling and production, over a 13-year period, in the South Flank of Comodoro Rivadavia, and at least $50 million for construction of a refinery in that area. The production contract calls for delivery of 600 wells in the proven area.

As a result of successful negotiations by Argentina with the French State oil agency, subsidiaries of the French agency will invest an estimated $80 million to drill 600 wells in Santa Cruz and Chubut Provinces in southern Argentina.

Also, during the fourth quarter of 1961, intensive efforts were made by the Continental and Ohio oil companies in exploration and in road and site construction in unproven areas, such as Santiago del Estero, Santa Fe, and Tucuman Provinces. Terms of the contracts call for a minimum investment of $2.5 million by each company prior to July 25, 1964.

The gas development program continued in high gear, with the largest single contract signed in December—a $315 million agreement between Gas del Estado, the Argentine State gas agency, and SAIPEM-SIDEREXPORT, a subsidiary of ENI, for construction of a 1,006-mile natural gas pipe line from Comodoro Rivadavia to Buenos Aires.

Agriculture at Standstill

The comparative stagnation of Argentine agriculture was a basic weakness in the national economic recovery efforts.

Widespread rainfall in October throughout the Pampas arrived in time to save the grain crop in the drought areas of Santa Fe, Cordoba, and Buenos Aires Provinces. Pasture conditions also improved materially and slaughter of breeding animals declined. Prospects for late sown crops—corn and sunflower—were enhanced by favorable weather conditions.

Significant increases in 1961-62 output were recorded for wheat—especially durum types—and flaxseed. High world prices for flaxseed and durum wheat indicate that both volume and value of these exports will be up significantly in 1962. Wheat exports in 1962 may total around 1.5 million tons compared with about 1 million tons in 1961—but this total is substantially below the average of 2.4 million tons for the preceding 5 years. Corn exports may also be higher in 1962 but much gain in exports of other grains is not expected.

To encourage agricultural exports the export sales tax of 10% was eliminated, effective December 1, for wheat and other small grains.

Liquid Funds Lacking

Pressures on the exchange rate and the Central Bank's exchange reserves were the principal focus of attention in financial circles throughout most of the fourth quarter. Lack of liquid funds on the part of both the private and public sectors became the subject of most immediate concern to business and industry in December.

The peso remained at or just below 82.90 pesos to the dollar in the period through the first week of December, but sales of $50 to $55 million reportedly

(See Argentina, page 478)

IADB Approves Loan For Ecuador Housing

The Inter-American Development Bank has announced approval of a $10,600,000 loan from the Social Progress Trust Fund, which it administers, to help finance a housing program for low-income families in Ecuador.

The borrower is the Instituto Nacional de la Vivienda (INV), an autonomous agency in charge of the country's national housing program.

The loan will help to finance construction of 7,100 new housing units and the repair or completion of another 1,500. Sixty-six % of the new homes will be built in Guayaquil, the country's largest city; another 21% in Quito, the Capital, and the rest in other communities of the country.

The Trust Fund loan will finance 62% of the cost of the program, which will be completed in 2 years.

Rising Industrial Activity Spurs Venezuela's Economic Outlook

CARACAS.—The year started on an optimistic note in Venezuela with the "March Toward Prosperity" campaign of the Government's development corporation, Corporacion Venezolana de Fomento, according to the U.S. Embassy. Political factors, however, tended to introduce a note of uncertainty, at least temporarily.

The underlying economic situation in January nevertheless continued improved and the outlook favorable as a result of factors such as increasing industrial activity and development, steady progress of the agrarian reform and housing programs, and rising petroleum production.

For the month of January, petroleum production reached a record average of 3,155,000 barrels a day and the Minister of Mines and Hydrocarbons predicted production for 1962 at some 3% over that of 1961.

Except for the unemployment situation, which could become a threat to stability in 1962, the labor picture was encouraging.

Positive industry protection measures taken recently were establishment on January 24 of special tariff classifications for collapsible aluminum tubes and spiral smoke-generating insect repellents and assignment of duties higher than those assigned to the former general classifications. On the same date imports of sheep and goat skins and coated wire were made subject to prior import license. On February 7, imports of edible eggs, not in the shell, liquid, frozen, or dried, were also made subject to prior license.

Measures Under Discussion

Currently under Government-industry discussion are protective measures which will affect import of pharmaceuticals, deciduous fruit pulp for local processing and canning of fruit nectars, and automobile parts and accessories.

For pharmaceuticals, the Ministry of Development states that with the recent establishment of several plants and the coming into production of more in the near future, Venezuela will produce 95% of requirements by the end of 1962. This statement was reiterated by the Asociacion de Fabricantes, Distribuidores y Representantes Exclusivos de Productos Farmaceuticos (AFIDRO) during its convention in mid-February. AFIDRO has recommended that a schedule of protective measures be taken based on the industry's present and planned capacity to produce the various products required. It would exclude from protection those products for which the local market is too small to justify expensive production processes or facilities.

Pressure for restriction on imports of deciduous fruit pulp came from the citrus industry which would like to convert part of the large local demand for nectars, such as peach and apricot, to citrus juices and also from a sector which believes that development of a local deciduous fruit (at present almost none is produced) industry is in the interest of the country's economy.

The Federation of Chambers and Associations of Commerce and Production (Fedecamaras) is reported to be increasingly concerned over—and intends to investigate—the worsening credit position of Venezuelan business with U.S. exporters because of the slowness of commercial payments. The interest of this group could contribute to the amelioration of the situation.

The economic policy statement promised for early January, and anxiously awaited by both established business and potential investors, is now expected to come in early March.

The growing interest of private sector groups in examining the country's economy and publicly setting forth their views about further development reached a significant milestone in the week of February 5. Under auspices of Fedecamaras, the Venezuelan Association for the Advancement of Science, the Venezuelan Institute for Scientific Research, and the Central University of Caracas, some 150 representatives of business, science, and education met in study sessions and conferences to discuss economic development. This was the first meeting of its kind in Venezuela. The opening conference addressed itself to the importance of scientific research in economic development, and another plenary session discussed the need for coordinating scientific and technological research.

Important results of the meetings were the realization that Venezuelan industry has not been aware of much of the fruitful scientific research going on in the country, a recommendation that the Government create a commission such as the Paley Commission of 1950 in the United States, and creation of a private sector committee to assist the Government's Institute of Productivity. The conference, which received enthusiastic press coverage, appears to have created a new role for the private sector in Venezuelan economic affairs.

Venezuela's total public debt on December 31 amounted to 2,354 million bolivares including 1,556 million bolivares in direct Treasury obligations and 798 million bolivares in indirect Government debt contracted by autonomous Government agencies 3.35 bolivares= US$1 official rate). The total debt consisted of 1,194 million bolivares in bolivar obligations and 1,160 million bolivares in foreign currency obligations. With the exception of a $25 million credit from the Export-Import Bank which has already been drawn, the total does not include any of the $246 million in long-term credits reported as having been committed for the Government's investment program.

The money supply increased in December by 114 million bolivares as a result of seasonal factors. Foreign exchange reserves fell to a level of $575 million bolivares as a result of heavy sales by the Central Bank as importers paid for Christmas imports. Sight deposits, which amounted to only $53 million on December 31 and fell to low levels in mid-

Foreign Travel Levels Off

Americans spent a total of $2,640 million for foreign travel in 1961, about the same amount as in 1960, according to preliminary estimates by the Office of Business Economics.

This was the first time since World War II that such expenditures did not exceed the preceding year's record.

Total outlays include $1,740 million spent by Americans in foreign countries and $900 million in fares paid between the United States and foreign countries. Foreign carriers again received over half of the fare revenues, increasing slightly the lead gained in 1960. Increased air capacity as foreign carriers acquired more U.S.-built jet aircraft was a major factor in their improved competitive position.

Travel expenditures in Europe dropped sharply in 1961 to $609 million, about 9% less than in 1960. A major factor in the reduced expenditures was the decline in average expenditures per traveler, probably related to a shorter duration of visits in Europe. Air travelers, whose visits are characteristically shorter than those of sea travelers, made up a greater proportion of U.S. travelers to Europe in 1961 than in 1960.

January, were replenished on January 25 when petroleum companies sold dollars to make a special income tax payment. A deficit of 105 million bolivares in the Treasury account reduced the Treasury balance to 242 million bolivares on December 31.

The First Venezuelan Petroleum Congress organized by the Venezuelan Society of Petroleum Engineers and sponsored by the College of Engineers of Venezuela, and with the cooperation of the Venezuelan petroleum industry and the Minister of Mines and Hydrocarbons, will be held in Caracas March 24—31, 1962. Among projects to be considered by the Congress is publication of an up-to-date report on all phases of the Venezuelan oil industry.

Iron ore production in 1961 according to latest figures published by the Ministry of Mines and Hydrocarbons totaled 14,565,000 metric tons, a falling off of 4,925,000 metric tons or 25.27% from 1960 production. The main cause of the decline is attributed to the decrease in steel production in the United States in 1961, the principal market for Venezuelan iron ores.

Diamond production in 1961 is reported to have been 134,175 metric carats, an increase of 70,866 metric carats over 1960 production. The discovery of several deposits of diamonds in the Caroni River bed accounted for the increased production. Production in 1961 consisted of 68,413 metric carats of industrial stones, 60,495 metric carats of gem stones and 5,267 metric carats of bort.

The exploration work carried out on mineral deposits in the Loma de Hierro, State of Aragua, gave an estimate of some 30 million tons of ore with an assay of 1.5% nickel. The Ministry of Mines and Hydrocarbons considered the quantity and quality of the nickel ore to be of sufficient commercial value to warrant its production and processing. The deposit, about 75 kilometers from Caracas, is close to good highways. Sufficient energy to process the ore is available in this area.

ECONOMIC DEVELOPMENTS IN INDIA, 1960

Comprehensive review of the country's foreign trade, import policies, development programs, opportunities for investment, and related data.

World Trade Information Service report, Part 1, No. 61-14. Published March 1961 and for sale by U.S. Department of Commerce Field Offices and the Superintendent of Documents, Government Printing Office, Washington 25, D.C.

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Foreign Exchange Crisis in Chile May Start New Price-Wage Spiral

SANTIAGO.—Chile closed the fourth quarter of 1961 in the throes of a foreign exchange crisis, the U.S. Embassy reports.

The Central Bank at the year's end suspended all operations in foreign exchange and effectively stopped further imports by making them subject to a prior import deposit of 10,000% of the c.i.f. value.

This action was made necessary by the difficult foreign exchange position of the Central Bank. Imports were extremely heavy in 1961, unofficial estimates placing the total between $600 and $650 million—compared with a norm of $450 million. Furnishing exchange for these transactions, plus heavy servicing charges on the foreign debt, placed too heavy a strain on the foreign exchange reserves of the Central Bank.

Government officials also stated that extremely heavy imports of luxury items, and the large numbers of Chileans traveling abroad also contributed to the drain on exchange.

As corrective measures, new exchange and import regulations were put into effect in January 1962 (FCW, Feb. 5, 1962, p. 215). The new regime governing foreign trade establishes a dual rate of exchange and a prohibited list of imports, creates new import surcharges and import deposits, and tightens restrictions on the free ports.

From the viewpoint of some U.S. exporters shipping to Chile, the new regime will mean radical changes. Luxury goods and articles competing with national products are for the most part blocked out. Initially all automobiles are on the new prohibited list of imports. However, as current inventories are worked down there will probably be some easing in this field, particularly for trucks, pickups, etc.

Some suppliers will find payments slow on merchandise shipped prior to the "freeze", as these shipments are also subject to a 90-day wait rule before exchange cover can be provided. Generally speaking, it now appears that Chilean importers will require a minimum of 90-day credit. U.S. suppliers who have privately extended credit to Chilean importers may encounter some delay as these importers will now have to purchase dollars to cover such credits on the free market (1.45 escudos=US$1 on Feb. 14, 1962).

Outlook Uncertain

Until the exchange crisis developed, however, business and industry had been moving along at a good pace. Retail sales were brisk in both October and November, although somewhat below expectations in December. Unemployment dropped significantly. Agricultural production levels and prospects are reasonably good.

Prospects for some local industries should be somewhat enhanced by the rigid import restrictions imposed. On the other hand, industries using imported products, particularly those now on the prohibited list, may find their costs increased. The business community is apprehensive that the new exchange regime may touch off a new price-wage spiral, although the Government is making strenuous efforts to control prices. Prices of all articles now on the prohibited import list are frozen as of November 29, 1961.

Credit continued tight during both October and November; but as December closed, because of the cessation of import activities and normal seasonal declines, banks were in a better position to meet clients' demands.

The increase in the cost-of-living index in 1961 was 9.5% over 1960. Although higher than the 5.4% increase recorded in 1960, this was not a poor performance compared with previous years. However, there is concern regarding a further acceleration of inflationary pressures in 1962.

The 1962 budget was approved in December. Expenditures proposed are 1,400 million escudos (US$1,330 million at official rate), nearly 20% higher than in 1961. The Minister of Finance, in discussing the budget with Congress, foresaw a gross cash deficit of 313 million escudos (US$297 million at official rate). The Minister of Finance feels that plans to borrow 75 million escudos from the domestic capital markets is the maximum which the Chilean economy can be expected to carry. Therefore, he stated, about 240 million escudos in gross external credit must be arranged, of which more than 150 million escudos will be net new borrowing.

The concessions and privileges authorized under the Fisheries Law has brought a sharp increase in expansion of the fishmeal industry in the Arica-Iquique area. New capital investments programmed for new plants, expansion of present plants, and additions to the fishing fleet are estimated at US$14 million to US$19 million. Of this sum, Corporacion de Fomento de la Produccion de Chile (CORFO) will provide about $12 million in loans to private companies and in development of its own enterprise, Empresa Pesquera de

(See Chile, page 484)

Nicaragua Develops Export Products; Construction Remains at High Level

MANAGUA.—The importance of new export products in the trade of Nicaragua became apparent with the availability of export statistics for the year at the conclusion of the fourth quarter of 1961, the U.S. Embassy reports. Although cotton and coffee remained the country's major products, the growing importance of sugar, beef and cattle, and shrimp gave rise to satisfaction on the part of agricultural and fishing interests tempered by uncertainty of the sugar price in the United States and difficulty in soluble coffee supply.

Construction activity in Managua in 1961 was well above that of the previous year and good prospects for continued high levels of activity were seen for 1962.

The expected 200,000 to 210,000 bale cotton crop would be some 40% better than the 1960-61 crop. Earnings of foreign exchange from cotton exports in 1961 were $18.4 million.

Nicaragua did not ratify either the International Coffee Agreement or the Mexico City Coffee Agreement in the quarter. A 3% income tax withholding system and the world coffee situation have led to a general belief that a gradual reduction in inefficient coffee producers will come about within the next few years. Soluble coffee emerged as a major industry in 1961 as production totaled 1,740,000 pounds, although the plant operated at only 50% of capacity. Exports of the commodity in 1961 were valued at $2.1 million and should increase in 1962 if green coffee supply problems are solved.

Sugar production was viewed as improving in 1962, but producers were concerned about the proposed U.S. sugar legislation which would eliminate the premium paid to foreign exporters. This would adversely affect the industry in Nicaragua which employs over 10,000 people.

Exceptions were made in November to the decree banning on-the-hoof exports of cattle and exports of 11,000 head were authorized. Total value of such exports in 1961 amounted to $1.7 million. The meat export expansion program of the Matadero Modelo was scheduled to be completed in early 1962 and on-the-hoof exports were expected to drop sharply. Meat exports were valued at $4.7 million in 1961.

Shrimp Fishing Stepped Up

The focal point of major shrimp fishing activities shifted in the final quarter of 1961 from the East Coast to the Pacific Coast as the Brownsville Shrimp Exchange operating out of Corinto put to work 30 boats which are netting over 200,000 pounds of large size shrimp each month. The firm, employing 140 Nicaraguans, has begun installation of a freezing and packing plant. Another fishing company, Pesquera Centro-Americana de Nicaragua, S. A., was organized in the quarter and will operate out of Puerto Somoza. Operations at Casacruz on the East Coast reportedly picked up in the final month of the year. Total 1961 exports of shrimp were valued at some $475,000 and weighed about 900,000 pounds. Exports in 1960 were only 515,000 pounds.

Construction Stimulated

The major stimuli to general construction activity in 1962 were predicted to be the roadbuilding program (FCW, Sept. 11, 1961, p. 11) and the Esso refinery. The Central Bank Building, a 16-story edifice in downtown Managua, will cost about $2 million and will be built by a local firm. Construction activity in Managua in 1961 was well above 1960 levels and a generally good year was forecast for 1962. Housing projects financed by Alliance for Progress funds will increase building activity when approved. Construction activity also would be stimulated by approval of the water system loan application now being studied by the World Bank.

Industrial development continued in Nicaragua in the fourth quarter and the sugar refinery of the San Antonio sugar mill went into operation. METASA moved ahead with installation of its galvanizing plant and equipment for the oatmeal plant and the naval stores factory at Puerto Cabezas on the East Coast was being ordered. A new canning plant is expected to be in full-scale operation by early 1962 and a local animal feed mix plant plans to double its capacity. There also was renewed discussion of the Nestle powdered milk plant, geared to supply the Central American market. The local paint plant is diversifying by producing plastic sheets and plastic boats and expects to put a detergent plant into operation in early 1962.

Additional taxes were imposed on soft drinks and cigarettes during the quarter, resulting in higher prices for these items. A film tax of 12% closed movie houses temporarily in November until distribu-

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Argentina . . .

(Continued from page 475)

were made by the Central Bank during the quarter to prevent the rate from rising above this point, bringing total sales for this purpose in 1961 to an estimated $140 million.

Payments on foreign obligations, together with sales to stabilize the market, combined to lower the Central Bank's exchange reserves, despite a drawing of $60 million from the International Monetary Fund, from $606 million on September 30 to about $510 million at the end of the year, according to press estimates. The major factor in the decline in reserves, which had totaled $702 million at the end of 1960, was the balance-of-trade deficit, which has been estimated in press reports (apparently based on official sources) at $450 million for the full year. Long-term loans, investments, and suppliers' credits filled a substantial portion of this gap.

In response to business demands for more credit to meet yearend obligations, the Central Bank on December 1 temporarily lowered the basic reserve requirement applicable to commercial bank demand deposits by 4 points, bringing it to 26% for banks in the Capital and 21% for others. The Bank announced at the same time that the reduction was temporary and that this reserve requirement would be restored to the previous level by 2 point increases on March 1 and April 1.

The official cost-of-living index for Buenos Aires rose 6.0% during the quarter, slightly more than half accounted for in December. The increase for the year was 18.8% in comparison with 12.1% in 1960.

The Ministry of Public Works signed agreements with two firms of predominantly American capital under which the Ministry is to finance part of the purchase of 7,000 houses to be built in Buenos Aires, Rosario, and Cordoba. Priority in acquisition of these houses is to be given to newly retired railroad personnel, railroad workers, and members of other unions.

Record Foreign Trade Deficit

Official foreign trade data for the first 8 months of 1961 showed exports of $700.4 million compared with $731.6 million in the like period of 1960. Imports amounted to $929.8 million compared with $749.6 million in the corresponding months of 1960. Thus a moderate decline in exports coupled with a sharp increase in imports produced a record deficit of $229.4 million in the first 8 months of 1961 compared with the considerably smaller deficit of $18 million in the same period of 1960.

The principal factor in the decline of 1961 exports was the short fall in grain production during the 1960-61 season, mainly as a result of adverse climatic

conditions. Exports of "cereals and linseed" in the first 8 months totaled $147 million compared with $243 million in the same months of 1960.

Imports on the other hand showed sizable increases in all categories, except fuels and lubricants. By far the largest increases were registered in the category "machinery and vehicles" which rose to $427 million in the first 8 months of 1961 from $335 million in the same period a year earlier. The high level of imports in this category reflects the accelerated rate at which the country's industrial rehabilitation and expansion program is being implemented.

First year tariff negotiations of the Latin American Free Trade Association gave encouraging results. Tariff concessions reduced the rates on the books an estimated 30%, whereas the LAFTA agreement calls for a minimum reduction of only 8% annually.

Foreign equipment purchase contracts for 300 diesel electric locomotives, 12,000 freight cars, 350 electric motor coaches, 200 passenger cars, and 1,000 passenger cars of local production were signed. Steps were taken in December to obtain loans from the IBRD and the Eximbank for further railway equipment rehabilitation.

Good progress was made during 1961 in execution of Argentina's 57-billion peso national highway rehabilitation program. Highway works in the amount of 18.3 billion pesos were in progress as of October 31, 1961, and a further 6.2 billion pesos worth was either awarded or out on bids.

The Government issued a decree on commercial aviation policy providing for eventual emergence of the State-owned company, Aerolineas Argentinas, as the sole national flag carrier in the international service.

The outstanding event on the Argentine labor scene the fourth quarter was the lengthy railway strike. The union leaders called the strike for wage increases and in protest against the Government's unilateral action on the railway reform program. The terms of the settlement, reached in early December, provided for wage increases of 20% or more, reestablished the labor-management committee, and gave labor union participation in the policy decisions of the nation's railway system.

U.S. imports of copra and coconut oil in 1961 totaled 323,896 short tons, oil equivalent, essentially equal to the 323,801 tons in 1960, the Foreign Agricultural Service reports.

Imports in 1960 and 1961 coincided with sales from the strategic stockpile of coconut oil, which approximated 33,000 tons in 1960 and 31,000 tons in 1961. Thus, U.S. demand for copra and coconut oil continued strong.

Domestic Activity in Mexico Slow; Foreign Trade Balance Improves

MEXICO CITY.—The Mexican business community continued its wait-and-see attitude during January—a month which saw a decline in the country's foreign exchange reserves, an increase in electric rates, and a frost which damaged the citrus crop, the U.S. Embassy reports.

Total imports, as well as imports from the United States, declined in 1961. Exports to the United States rose proportionately more than total exports.

January business activity showed a mixed pattern, but continued the generally stagnant condition which prevailed in the last half of 1961. Department store sales declined seasonally below December 1961, and appeared to be lower than in the preceding January. Similarly, sales of textiles, automobiles, household appliances, office equipment, and radios and TV sets reportedly were below those of a year ago. On the other hand, sales of iron and steel, cement, and chemicals were reported as better than in January 1961.

Money Tight

Currency in circulation declined seasonally in January by 5.2% (2.2 percent in January 1961); however, at the end of the month it was 6.2% higher than at the end of January 1961. The generally tight condition in money, credit, and collections continued.

The Bank of Mexico's foreign exchange reserves at the end of 1961 totaled $390 million. The $20 million drop from the $410 million of December 31, 1960, was attributed by the Minister of Finance to the effects of the business recession in the United States, low coffee and lead prices, and sluggishness of private investment. The Minister added that in the first weeks of 1962 reserves increased sufficiently to overcome the $20 million decline.

Irrigation works to be financed by a $5.8 million loan from the Inter-American Development Bank (IADB) in January include projects in Zacatecas, Colima, and Guerrero. Terms of payment of a $75 million Italian exporter credit are 5.5% interest and repayment in 5 years. Importers may finance 85% of the value of their purchases from Italy, paying 5% upon signing documents, 10%when merchandise is received, and the balance over 5 years.

Electric power rates—which were both raised and lowered, depending on area and ability of user to pay—increased overall by an average of 17%. Only 52% of residential users were affected. The Government purchased Monterrey's electric power company—Cia. de Tranvias, Luz y Fuerza—and negotiations were going forward for sale of the other remaining privately owned foreign power company, Cia. Electrica de Sinaloa, S.A.

Imports declined in December 1961 to $90.9 million from $97.3 million in November and $105.8 million in December 1960. Imports from the United States declined to $63.5 million in December 1961 from $67.4 million in November, and $71.9 million in December 1960. The December import drop resulted from tight control of import licensing and low purchases by most Government agencies.

Exports (revalued) in December totaled $79.6 million, a substantial rise from the $68.2 million in November and $71.2 million in December 1960. Exports to the United States rose to $50.3 million in December from $39.2 million in November and $38.6 million in December 1960.

Imports in 1961 (preliminary data) were valued at $1,131 million, a decline of nearly 5% from the $1,186 million imported in 1960. Imports from the United States in 1961 totaled $795 million, compared with $855 million in 1960. Mexican exports (revalued) rose in 1961 about 10%, to $814 million from $740 million in 1960. Exports to the United States rose to $502 million in 1961 compared with $455 million in 1960. The rise was accounted for principally by increased volume and/or better prices for Mexican cotton, sugar, shrimp, petroleum, sulfur, zinc, and henequen.

In December, 65,935 tourists entered the country, compared with 55,063 in December 1960. Preliminary 1961 tourist card entries numbered 597,891, compared with 575,216 in 1960. Final figures for all entries into the interior will probably reach 720,000 (690,444 in 1960).

Frost Damages Crops

Heavy January frosts in Northeast Mexico, which injured an estimated 8 million orange trees, will cut Mexico's 1962 citrus exports sharply.

Henequen plantations in Tamaulipas, which produce about 12% of the total crop, also suffered frost damage, and 1962 output is now forecast at 148,000 metric tons (150,900 tons in 1961). Nevertheless, exports of binder and baler twine in 1962 are expected to exceed 1961's 53,207 metric tons by 10% as

(See Mexico, page 481)

Ireland's Trade Remains Strong; Economic Growth Rate of 5% Seen

DUBLIN.—Economic activity continued high in Ireland during the fourth quarter and an overall economic growth rate of 5% for 1961 appears likely, the U.S. Embassy reports.

Levels of trade, both exports and imports, also continued high and the trade deficit on current account amounted to £7.4 million more than in 1961 (£1= US$2.80). A considerable part of this deficit is expected to be covered by augmented invisible earnings.

The general agricultural situation was satisfactory and meat and cattle exports high.

Unemployment was at the lowest level in recent years as a result of boom conditions in industry and services. The near conclusion of the eighth postwar round of wage increases, averaging between 12 and 15%, resulted in a record level. The increased purchasing power available locally is improving effective demand for local production, but there are strong fears with respect to the inflationary impact of this round and its effect upon the ability of Irish products to compete abroad.

Emigration Tapers Off

It now appears likely that, when the final data is in, Ireland's rate of economic growth for 1961 will be about 5%, a figure which will maintain and slightly increase the momentum apparent in the past 2 years. Not only has employment been higher than in the past several years, but there are even indications that at least a temporary stabilization of the Irish population is being achieved. With job opportunities at home so readily available emigration appears to have tapered off somewhat.

Significantly greater earnings and income were also manifest during the last quarter. Prices of livestock, beef, potatoes, and some vegetables received by the farmer were higher than in the same period a year ago, and in spite of the amount of spoilage on the wheat crop, the farmer's gross income from this crop appears to have been fairly good. In the nonagricultural sector, the full effects of the eighth round of wage increases, together with overtime pay and increased employment, have combined significantly to increase personal income.

Availability of this income has been especially manifest in wholesale and retail trade. Christmas shopping in both large cities and small towns has been conducted with a briskness not seen for many years. Both durable and other goods and services were in demand and imports of both consumer goods and raw materials continued high.

With respect to foreign trade, end of year figures show that the gross value of Irish imports and exports were at an alltime high, £261.5 and £180.1 million, respectively (£226.4 and £158.2 million for 1960). Although the export gap at £81.4 million stands £7.4 million higher than a year ago, it is actually £.4 million less than in 1959 when Irish trade was at substantially lower levels than it is today. This expansion in trade reflects not merely the drive for exports which characterizes Ireland today, but also the domestic prosperity which is increasing demand for imports both of consumer goods and raw materials.

Australian . . .

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below that of the same period of 1960. The number of persons registered for employment rose in December by 15,879 to 115,936, of an estimated work force of 4.2 million, but this increase was primarily caused by school graduates who entered the labor force for the first time.

Wool Clip Highest Ever

Agriculture experienced an outstanding half year in the last 6 months of 1961. Export earnings from these products resulted from larger volumes and some price increases. The wool clip was the highest ever and prices showed an upward movement, wool sales earning $A175.3 million. Wheat production was also above average, although below the record 1960 crop, and wheat prices were higher. Record shipments of meat, mainly of manufacturing grade, were sent to the United States at satisfactory but lower prices than last year. Sizable sales of wheat and wool were made to mainland China, now Australia's fourth best export customer mainly because of grain sales in 1961 stimulated by emergency food shortages.

Considerable optimism over development of Australian petroleum resources was stimulated by the oil strike at Moonie in Queensland which tested at the rate of slightly more than 2,000 barrels of oil a day. The well has been called "commercial" by the Union Oil Co., the principal shareholder, although no oil has yet been sold. It is the largest and most promising discovery for Australia so far. The value of oil shares has strengthened considerably since the strike, and active drilling programs have been announced by a number of companies.

Australia's international exchange position improved markedly from the steady decline in reserves prior to November 1960. Since July 1, 1961, reserves have increased by $A57.2 million to a total of $A508.2 million by the first week in January 1962. This improvement was the direct result of a more favorable merchandise balance, stemming primarily from better returns from agricultural exports.

The foreign trade picture altered considerably following November 1960 economic restrictions. For the last 6 months of 1961, imports declined compared with the same period of 1960 by 27% to $A410.4 million, whereas exports increased by the same amount to $A527.6 million. Export trade assumed new directions in this period, with U.K. purchases decreasing and sales to the Asian area, including mainland China, improving. The U.S. share of the Australian market decreased by almost 1% to a present share of 18.5% but of a total import trade which has shrunk considerably from the preceding period.

Demands for Tariff Protection

Tariffs have recently received considerable attention from the Government, the press, and trade associations. Various industry leaders have urged reimposition of import controls and higher tariffs, while the Associate Chambers of Commerce, agricultural interests, and retailers' groups are generally opposed to restoration of quantitative restrictions. Press comment has suggested a complete overhaul of the tariff system, possibly including an anticipatory tariff for a company or industry contemplating production and fearing import competition.

The impact on Australian exports of possible U.K. participation in the European Common Market was a subject of much official and public interest in the middle of 1961 but less so toward the end of the year with no new developments. In August, the Government declared its official policy to be concern over the possible adverse impact on Australian trade of U.K. membership in the Common Market; reliance on the statement of the U.K. Government that it would seek to safeguard Commonwealth trading interests; and a stated determination to defend Australian economic interests at every appropriate step in the negotiations.

One by-product of concern over the possible loss of Australia's preferential market in the U.K. has been an increased interest in finding alternative markets. As a result, the Asian countries to the north, and South American markets have both received increased attention by the Australian Government as well as by private industry. A number of trade missions left for both areas in January 1962.

IBRD Studies Multilateral Investment Insurance

The World Bank has just announced publication of a staff study, *Multilateral Investment Insurance.*

The report was transmitted by the Bank to the Development Assistance Committee of the Organization for Economic Cooperation and Development, which had requested the Bank to prepare a study of possible multilateral guarantee systems.

The study, which makes no recommendations for or against a multilateral investment insurance program, notes that it is not possible to estimate the amount of additional investment which might be induced by new insurance facilities and that therefore there is no basis on which to judge whether governmental financial commitments on the scale required would be justified.

The Governments of the United States, Japan, and the Federal Republic of Germany insure oversea investments of their nationals against certain risks, including expropriation without adequate compensation, inability to repatriate capital or profits, and war damage. In recent years a number of private individuals and organizations have proposed that similar insurance for private foreign investments be made available on an international basis. These proposals prompted the World Bank study.

Mexico . . .

(Continued from page 479)

a result of the industry's reorganization in January. Price and market uncertainties in 1961 caused many mills to work below capacity.

Wheat production, forecast at 1,344,000 metric tons in 1962, was estimated at 1,373,000 tons in 1961.

The Government buying agency CONASUPO issued bids for 16 million pounds of nonfat milk powder for March through September delivery. Imports of this product in 1961 were about 13 million pounds.

Fresh and frozen beef exports were 3,595 metric tons in December, as against only 1,924 tons in December 1960. Ginned cotton exports in December were 30,122 metric tons, about 18% below the 36,522 tons exported in December 1960.

Iran's 1961 almond harvest is now estimated at 9,000 short tons, shelled basis, the Foreign Agricultural Service has reported.

This is 2,500 tons higher than estimated in September 1961, as favorable weather resulted in larger yields than earlier anticipated.

Guatemalan Crop Picture Mixed; Value of Foreign Trade Declines

GUATEMALA CITY.—The fourth quarter of 1961 brought record crops in cotton and close to record production of coffee in Guatemala despite damage from bad weather, the U.S. Embassy reports. Wheat suffered from weather damage and the future of banana production was uncertain.

The value of foreign trade declined somewhat in 1961. Despite this setback, however, domestic trade activity in the last quarter of the year appeared to be normal and at about the same rate as in 1960.

Internal credit remained tight in spite of a rise in outstanding loans which were used principally for seasonal needs of higher inventories.

Industrial developments included the opening of a new meatpacking plant and enlargement of a paper and cardboard plant, as well as activity in other lines.

Large Harvest Recorded

The crops harvested in the last quarter of 1961 were measurably larger and, in general, better quality than those in the same period the previous year, with the exception of wheat. New lands continued to be cleared and put into production and there was consderable growth in the cattle sector because of expanding exports of boned frozen beef to the United States. Banana production, however, continued to decline and, moreover, suffered a rather drastic setback with cessation of activities by the second largest banana exporting company in the country.

The National Coffee Association estimated that the 1960-61 crop, which then was being harvested, would total approximately 2.1 million quintals (1 quintal= 101.4 lb.). The coffee crop suffered some damage from Hurricane Hattie and from Pacific tropical storm Simone, although losses were not as severe as originally estimated. As most of the lowland coffee already was harvested when both storms occurred, the greatest damage was in coffee plantations above 2,800 feet.

The storms also did considerable damage to the cotton crop. The Department of Retalhuleu, the largest cotton-producing area in Guatemala, suffered the most, with losses up to 50% on some farms. Furthermore, there was some deterioration in the quality of the crop throughout the country. Nevertheless, the cotton crop remained a record one and was thought to total approximately 170,000 bales (500 lb.=1 bale) of which 30,000 were to remain in Guatemala for local consumption. Cottonseed export controls were removed by an Executive order published November 9.

The Ministry of Agriculture estimated that the 1961-62 wheat crop would be down about 40% from the previous year chiefly because of mold damage from the excessive yearend rains. The 1960-61 wheat crop was estimated to have totaled 461,066 quintals. The present crop will total 277,000 quintals, according to the estimated loss.

A new meatpacking plant, Empacadora Ralda Berger y Cia., Ltda., started operations in December. Located in the grounds of the municipal slaughterhouse at Escuintla, the new plant will export boned frozen beef to the United States. Great importance is attached to the expansion of meat exports as a significant element in the diversification of Guatemalan exports.

Foreign Trade Declines

The value of foreign trade declined in 1961 on the basis of best estimates. According to the latest available figures to August, exports were $71 million compared with $79.4 million for the same period of the previous year, while imports appear to have fallen by a proportionately smaller amount. This reduction in foreign trade activity was in large part the result of lower coffee prices and a slowdown in coffee exports in an effort to maintain prices.

Some revival of imports appeared in the last quarter of 1961, in accordance with seasonal holiday requirements. The U.S. share of Guatemalan imports continued to decline, falling to 47% for the first 8 months of 1961, compared with over 49% for 1960.

Domestic trade activity seemed to be normal for the fourth quarter. A check of local stores and manufacturers revealed no appreciable change from the volume of business transacted the previous year.

Industrial developments in the quarter included a loan from a U.S. investment corporation for $1.2 million to the Industria Papelera Centroamericana, S. A., for enlarging and diversifying the company's production of paper and cardboard for the common market. Other new industrial developments totaling $2.2 million (largely Guatemalan) were publicized in the quarter and included plastics, textiles, insecticides, canned food, and beef.

The internal financial situation reflected the usual attitude of businessmen that credit was difficult to obtain. The

(See Guatemalan, page 489)

Bolivian Economic Activity Rises

LA PAZ.—Bolivian economic activity was generally higher during the last quarter of 1961, but the Government was still confronted with pressing problems, the U.S. Embassy reports.

Retail sales and general output reached the year's peak. Installment sales increased as a result of more money in circulation, and commercial houses were receiving better credit terms. Bolivia's rapidly growing sugar industry recorded a national output of approximately 40,950 metric tons during 1961.

The Government-owned petroleum entity, however, could not check the decline in production of crude oil. Labor troubles continued in the mines and resulted in slowing down of proposed plans to rehabilitate the State mining corporation.

Retail sales climbed to their highest level since the hyper-inflation was checked in 1957. Most business reported sales in the entire year as the highest in many years.

Outstanding loans to business as of December 31 amounted to 190 billion bolivianos compared with 155 billion in December 1960 (12,000 bolivianos=US$1). Even this increase was not enough to accommodate the increasing demand for credit.

During the quarter sales to Bolivian business houses increased as a result of the liberal credit terms offered by Japanese and West German suppliers. As a consequence, firms handling U.S. products have reported lower sales. However, with the more liberal policy of the Export-Import Bank on credit guarantees and credit risk insurance on transactions with Bolivian importers this problem may be somewhat eased.

The Czechoslovakian offer of an antimony smelter in Oruro was accepted at a cost of $1.9 million with favorable credit terms.

Some local truck operators reported difficulties in meeting their obligations because of declining trucking business resulting from competition from transport operators using the recently acquired Skoda trucks. The extended terms and low interest rates made available by the Czechs permit Skoda truck owners to offer services at lower rates.

Money Supply Increases

Money supply rose by 56.9 billion bolivianos or about 13% between October 1 and December 31, 1961. The quarterly averages of money supply in 1961 increased in every quarter. In 1960 the average rose two % in the first quarter, fell five % in the second, remained constant during the third, and increased 8.5% during the last quarter.

Of the increase in money supply in the fourth quarter of 1961, about half resulted from domestic factors and the other half from an increase in gold and foreign exchange reserves.

Credits from all sources to the Government and its agencies rose 9.7 billion bolivianos after decreasing in the third quarter by 8.4 billion.

The increase in gold and foreign exchange reserves was mostly the result of increased cash grants from the United States amounting to 3 million dollars.

Struggle To Maintain Oil Output

During the quarter the State-owned petroleum entity struggled to maintain production sufficient to supply the country's needs. The quarter opened with the petroleum entity's production declining rapidly and little prospect for stopping the trend immediately. The Government began in October to refine Bolivian Oil Co.'s crude, all of which previously had been exported to Argentina. The loss to Bolivia in foreign exchange resulting from this action was estimated at roughly $250,000.

During the quarter, drilling on eight new wells was started, but as of the close of the year these had produced no favorable results.

In September, the Advisory Board to the Government-owned mines (COMIBOL) under the Triangular Plan studied some of COMIBOL's operations and initiated several orders for spare parts, supplies, and replacements, and took certain definite action in direction of the Corporation's activities. However, several months will pass before effects of the Board's action will be seen.

COMIBOL in December closed the Kami tungsten mine because of serious financial losses. The depressed market conditions for tungsten contributed to the decision to close the mine.

Selected production and related economic indicators for fourth quarter 1961 with 1960 figures in parentheses are as follows: Crude petroleum, 102 million liters (122.5); tin (COMIBOL), 4,218 fine metric tons (4,221); electric power, La Paz, 42.6 million kilowatt-hours (39.5); cement, 77.5 thousand barrels (39.4); money supply, 455.3 billion bolivianos (382.3); sale of foreign exchange, $13.8 million ($11.1).

The Argentine railroad strike delayed deliveries of essential food supplies financed by a $1.5 million Argentine loan.

During the quarter the Government approved a three-stage plan for the recuperation of the railroads. Earlier in the year it had appeared that they might be forced to discontinue services.

Rice production for calendar year 1961 totaled 21,500 long tons compared with 22,300 tons in 1960 and 13,000 tons in 1954.

Bolivia's rapidly growing sugar industry recorded a national output of about 40,950 metric tons in 1961 compared with 24,400 in 1960. The projected figure for sugar output in 1963 is 60,000 metric tons.

Alliance . . .

(Continued from page 449)

and Uruguay last December cut their tariffs by an average of 27% on 2,500 items of trade, ranging from lemons to razor blades.

To a layman, this might seem like a technical matter of little import and less drama. But in fact, I see this as one of the great turning points in Hemisphere history.

Technically, what was initiated in Uruguay in December is called the Latin American Free Trade Association, but what was really created was an entirely new and possibly history-making epoch in Latin American affairs.

Few North Americans realize that 90% of the trade of individual Latin countries is with distant markets in the United States or Europe, and only 10% with each other. This is rather as though the great bulk of New York State's trade were with Europe, but virtually none with New England or the Middle West.

Part of this trade pattern in Latin America is the fault of poor overland communications—which can and need to be improved—and part results from geographical and historical factors. In any case, there is no doubt that trade between Latin American countries themselves can eventually be multiplied many times, and that this fact itself will be an enormous stimulant to economic development in all countries.

The Alianza has seized the imagination and fired the hopes of millions of men from the Rio Grande to Patagonia. Those hopes must be sustained and amplified in the years to come, and hope itself must help unleash the creative energies of millions of men who can visualize a better future for themselves and their children.

U.S. exports of soybean oil in the first 3 months of the 1961-62 marketing year fell behind the pace attained in the comparable period of 1960-61, according to the Bureau of the Census.

Austria Revises Regulations On Labeling Woolen Textiles

VIENNA.—Materials and garments made of wool must be labeled according to the regulations of a new Austrian ordinance if they are offered for sale. The ordinance, according to the U.S. Embassy, applies to all materials containing at least 15% of spun animal hair, with the following exceptions:

- Handkerchiefs, scarves, kerchiefs, veils, ties, mufflers, mantillas, and similar accessories;
- All textile goods covered by this ordinance which are offered for sale by auction shops, pawnshops, secondhand goods dealers, or which were confiscated by court or government agencies.

The following terms may be used for labeling woolen textiles:

- "Schurwolle" or "reine Wolle," if the animal hair used for the production of the material was shorn from living animals and spun or felted for the first time;
- "Reisswolle," if the animal hair was gained by tearing or carding of woven, knitted, or felted materials;
- "Gerberwolle," if the animal hair was gained by certain tanning processes from the skins of dead animals.

The terms "Schurwolle" or "reine Wolle" may be used only if at least 97% of total weight of the textile materials consists of animal hair to which these terms are applicable. Labels of other materials must show the percent of the various types of wool contained. Labeling must be in the German language. Additional non-German expressions are permitted.

This ordinance supersedes all former regulations issued by the Federal Trade Ministry.

These changes should be noted in the Commerce Department publication, Marking and Labeling Requirements of Austria, World Trade Information Service report, part 2, No. 61–92, December 1961.

Jamaica Exempts From Duty Import of Some Incubators

Poultry incubators imported into Jamaica for breeding purposes in connection with the development of the poultry industry and certified as such by the Ministry of Agriculture and Lands now are exempted from duty.

If the imports are for other purposes the duty is 5% ad valorem on poultry incubators from the United States and other non-Commonwealth countries. Similar imports from Commonwealth countries are duty free as before.

Morocco Simplifies Tax Structure

RABAT.—A long awaited tax reform, aimed at simplifying the tax structure and effecting a more equitable distribution of the tax burden, has been decreed by the Moroccan Government, the U.S. Embassy reports.

The new agricultural tax, which is designed to replace the old "tertib," will be based on productive capacity, by acre, for each portion of a commune. The Government, through the tax, hopes to achieve social justice by requiring payment by the head of the family on a progressive basis.

Under the new system, 90% of the agricultural population will pay no taxes as all those with an annual income of less than 1,400 dirhams are not assessed (5.06 dirhams=US$1). Before effective implementation of this tax, a national classification of all lands will be required; this is expected to take several years.

The new professional profits tax (impot sur les benefices professionnels) stipulates that companies now will pay a flat rate of 30% on their profits instead of the 12.5% to 25% previously exacted. Individuals liable to this tax find their tax divided into two sections—"fiscal salary," meaning that income below 24,000 dirhams, and a professional profits section which will be levied on the income above that amount. Rates on income in the second section will range from 15% to a maximum of 30% on income to 50,000 dirhams and above. A deduction of 1,000 dirhams per child is permitted.

The commercial license tax (La Patente) has been simplified and a number of small fractional rates have been eliminated. This tax, in the future, will be based on the rentable value of the premises occupied, on the number of employees, and the value of the equipment. A large number of exemptions have been eliminated and rates have been increased slightly.

Th urban tax (taxe urbaine), which is paid on buildings and based on their rentable value, has been increased to 8% from the former rate of 5%-6%.

A new products and services tax is replacing the transaction tax (taxe de transaction). The old rates were 5% on merchandise and 3% on services, while the new rates are 8% and 4% respectively.

In an effort to mobilize national savings and resources for productive investment, an additional levy is to be collected to establish a new National Investment Fund. All business enterprises will be assessed from 3%-15% on their profits for this purpose. In return for these payments, firms will receive "participation shares." Under provisions of the Fund, these shares may be repurchased by the Fund at their face value. However, if the shares are repurchased, an equivalent investment must be made by the firm either in their own business or in another firm, approved by the state. Full details on this National Investment Fund's operation have yet to be worked out.

Dominican Republic Frees Tobacco and Banana Trade

The Dominican Republic, in line with a general effort to free trade, has taken two liberalization actions.

Licenses no longer are required for sales of unmanufactured tobacco. The exportation of bananas from the Dominican Republic no longer is restricted to a limited number of firms.

Trinidad Gives Pioneer Status To Metal, Limejuice Industries

Four industries have been granted pioneer industry status under the Aid to Pioneer Industries Ordinance by the Trinidad Government as further inducements to investors in industrial development.

The products of the four industries are: All metal products; metal closures for jars and bottles; nonferrous metals, nonferrous metal alloys, printing type metal and solders, derived from processing old metal; and processed refined and bottled, sweetened and unsweetened limejuice. Further, the manufacture of centrifugally spun concrete pipes is being considered for pioneer status.

Under the Aid To Pioneer Industries Ordinance, any firm granted status as a pioneer manufacturer of approved products would be allowed exemption from import duties, accelerated depreciation, and other incentives including an income tax holiday and repatriation of capital investment and profits.

The penalty for all delinquent taxes in Haiti now is 10% per month of the amount due until the penalty reaches a total of 100% of the amount due, according to the U.S. Embassy at Port-au-Prince.

Ecuador Expands List Of Essential Imports

QUITO.—Ecuador has transferred the following customs tariff classification items from the Central Bank's List II (nonessential imports) to List I (essential imports):

105a, linseed oil; 123a, glucose; 281c, disinfectants and similar preparations not specifically provided for; 373, piping and tubing of unhardened rubber, except garden hose; 374, articles of unhardened rubber for technical uses; 377d, spare parts and separate parts for machines and appliances and patches for inner tubes of rubber; 420b, paper in rolls or sheets, not made up or worked, weighing up to 30 grams per square meter (except tissue paper); 434a, paper and cardboard bottle closers; 545, flax or ramie yarn; 710e, tubes and pipes of iron or steel, varnished, enameled or with internal or external protective coating (excluding electrical insulation tubing);

745g-2, manufactures of sheet iron or sheet steel, polished, enameled, painted, tinned, zinc coated, lead coated, varnished, lacquered, etc.; 757a, copper bars and wire, simply wrought, rolled, extruded or drawn, any profile; 757b, copper bars and wire, varnished, tinned, nickeled, plated with base metal or otherwise worked (except silvered, gilded, or plated with precious metals); 761, copper solder alloyed in any proportion with other metal in rods, bars, plates, pellets or powder; 775b-2, aluminum bars and wire including barbed and all other kinds; 972a, brushes for machines.

List I imports require a 25% c.i.f. prior deposit, whereas List II items require 100% c.i.f. prior deposit. The majority of imports, according to the U.S. Embassy, must be paid for with the relatively new official rate of exchange, 18.18 sucres per US$1.

Invoicing Rules on Exports To Nigeria Unchanged

No recent change has been made in certification requirements for commercial invoices on shipments to Nigeria. This information has been ascertained by the Commerce Department in response to business inquiries about conflicting reports circulating in some trade circles.

The certification is still required, either by an approved bank or by an approved chamber of commerce, when the exporter and the manufacturer or supplier are not identical or when no manufacturer's or supplier's invoice is submitted to support the exporter's invoice.

Accordingly, details of invoicing procedures in the Department's publication, Preparing Shipments to Nigeria, World Trade Information Service report, part 2, No. 59-76, dated October 1959, remain valid.

Chile . . .

(Continued from page 477)

Tarapaca S. A., CORFO has obtained a loan of up to US$5 million from the Inter-American Development Bank to finance purchase of plant machinery and boats. Landings of the Iquique fleet in 1963 are anticipated at around 800,000 tons of anchovies. The entire fishmeal production—about 160,000 tons—will be for export.

Copper Producers Tax Increased

A tax reform for the iron mining industry was enacted in October and was maintained with few changes in spite of some active opposition. This resulted in a decision by Bethlehem-Chile Iron Mines Co. to install two iron ore concentrating plants in Chile at a cost of about US$8.7 million.

On the other hand, the large copper producers again had their taxes increased in October when the General Wage Adjustment Law was passed containing an additional tax of 8% of gross profits. The great copper mining industry was also plagued with labor problems.

Negotiations concerning copper sales to the U.S.S.R. collapsed during the quarter, reportedly because of Soviet insistence that any purchases of semifabricated copper be paid for by bartered machinery. In the small and medium copper mining field the miners succeeded in impressing the Government with the precariousness of their economic condition, caused by internal inflation in the face of a fixed foreign exchange rate and a falling copper price, and obtained a 25% hike in prices paid for their ores and concentrates by the National Mining Enterprise.

Both Iberia and Air France airlines initiated jet service to Santiago, joining others which earlier in the year began jet operations into the capital city. Construction of the proposed jet-age airport at Pudahuel near Santiago was expected to begin in December but stalled as formal award of the contract for the project was withheld pending clarification of some of the contract provisions.

New railroad equipment—10 large locomotives and 19 small ones—has been acquired by the State Railways. The locomotives, still undergoing tests and not yet in actual service, were manufactured by the American Locomotive Co.

Chile advanced its plans for installing a nationwide telecommunications system under Government control when the State development agency budgeted US$830,000 for purchasing equipment.

Las Ventanas, on the coast of central Chile just north of Valparaiso, was selected as the site for erection of a thermal electric plant generating 100 thousand kilowatts by the end of 1964. The plant, to be built by U.S.-owned Compania Chilena de Electricidad will be fueled by coal mined in south central Chile and landed by coast shippers at Quintero.

Sugar Consumption Tax Set by El Salvador

SAN SALVADOR.—El Salvador has established a new tax of 3.50 colons (1 colon=US$0.40) per quintal (1 quintal=101.4 lb.) on all sugar consumed within the country, the U.S. Embassy reports. No tax has been established on sugar exported from the country, but such exports must be authorized by the Ministry of Economy.

The Executive power will assign the quota of sugar for internal consumption before October 31 of each year. Imports of sugar are prohibited unless a deficit occurs, and may be made then only with the authorization of the Minister of Economy, who also will fix wholesale and retail prices of sugar for internal consumption.

Previous sugar tax regulations, established in 1952 in an effort to stimulate domestic production of sugar and now derogated, set a tax of 4 colons per quintal on all production at the 1951 level, roughly 25,000 short tons, a figure which has been doubled by 1961 production.

Action was contained in Decree Nos. 443, 444, and 445, published in the Diario Oficial on December 12, 1961, and Decree No. 504, published December 27, 1961.

Haiti Tightens Controls On Government Procurement

PORT-AU-PRINCE. — The Haitian Government has forbidden state agencies to receive goods or services before issuance of a requisition approved by the High Court of Accounts, according to the U.S. Embassy.

In a parallel action of the newly established Permanent Council for Economic Liberation of the Republic of Haiti, Government officials are enjoined from entering into negotiations or contracts under their own name without the written permission of the President of Haiti, addressed to the official concerned through the Permanent Council.

The Haitian Government will not consider any claims unless founded on documentation conforming to these rules.

Haiti Raises Excise Tax On Petroleum Products

PORT-AU-PRINCE.—Haiti has raised the excise tax on gasoline from 2 cents to 5 cents per gallon, the U.S. Embassy reports.

A 5-cents-per-gallon excise tax has been established on gas oil, diesel oil, and bunker fuels. In addition, a 2-cents-per-gallon excise tax was placed on crude oil and a 3-cents-per-gallon excise tax on lubricants.

New Burmese Government Outlines Trade Measures And Economic Policies

RANGOON.—Swifter economic and trade decisions but no major policy changes are expected as a result of the Revolutionary Council's overthrow of the U Nu Government on March 2, the U.S. Embassy reports. General Ne Win's Government has reaffirmed Burma's basic policies of neutralism and eventual socialism.

New trade measures announced by Brigadier-General Aung Gyi, Ne Win's deputy and Minister for Trade Development and Industry, include:

- Suspension of the January 30 decree nationalizing the import trade and setting up new joint-venture trading corporations (private traders can continue importing for 2 years);
- Further cutbacks in consumer and luxury goods imports;
- A ban on future import licenses for foreigners, except for OGL goods during the next 6 months only;
- Full support for export promotion schemes;
- The reconstitution of a trade investigatory agency to police sales of import licenses and profiteering.

New economic policies announced include:

- Reaffirmation of Burmese guarantees and welcome for foreign investment;
- Encouragement to Burmese businessmen to enter medium- and small-scale industry (with implication that larger commercial and industrial undertakings will be carried out by the military-sponsored Economic Development Corporation and Defense Services Institute);
- Greater priority for economic development projects with more emphasis on agriculture and such urgently needed industries as fertilizers and insecticides;
- Implementation of the Rangoon–Mandalay highway project with U.S. assistance.

Libya Alters Customs Rules On Air Freight Shipments

TRIPOLI.—All goods imported or exported by air will be cleared directly by the Libyan customs offices at Idris Airport, Tripoli, and Benina Airport, Benghazi, the U.S. Embassy reports.

This new procedure, which became effective March 1, will eliminate the former time-consuming and inefficient transfer of air imports and exports to port customs authorities for clearance.

Hong Kong Curbs Textile Exports to U.S.

The U.S. Government on March 1 requested the Hong Kong Government to exercise restraint on export to the United States of 8 categories of cotton textiles which are causing or threatening to cause disruption of the U.S. domestic market. This action was taken in accordance with a short-term arrangement on international trade in cotton textiles concluded in Geneva and effective October 1, 1961.

The 8 categories are as follows: Ginghams, carded yarn; sheeting, carded yarn; twill and sateen, carded yarn; fabrics, not elsewhere specified, carded yarn; knit shirts, other than T-shirts and sweat shirts (including infants'); sweaters and cardigans; raincoats, ¾ length or over; all other coats.

The Hong Kong Government on March 3 responded by stopping, for the time being, the issuance of further export licenses for shipment of the 8 categories to the United States. Hong Kong exporters already holding licenses were given until March 10 to ship their orders. Under the Geneva Agreement, Hong Kong has a maximum 30 days after receiving the request for export restraint in which to complete arrangements. Failing that, the United States may, if necessary, take unilateral action to limit imports of the affected categories for duration of the agreement.

U.S. importers are not protected against nondelivery of the 8 affected categories if they failed to clear Hong Kong port by March 10. However, the Hong Kong and U.S. Governments now are consulting in an effort toward working out arrangements for protection against dislocations of trade arising from possible future requests for restraint of other cotton textiles enumerated in the Geneva Agreement.

Jamaica Grants Export Status To 7 Firms, 3 Commodities

Jamaica has granted approved export manufacturer status to one producer of prepared fruit and six textile producers and approved export status to commercial production of three products.

These actions were taken under the Export Industry Encouragement Act in a continued effort to increase exports of manufactured goods which generally have tripled since 1957. In the same period, textile exports, which amounted to US$280,000 in 1957, have dramatically jumped 10-fold.

Any firm granted status as an approved export manufacturer would be eligible for relief from the customs duties, tonnage tax, and income tax obtainable under either the Pioneer Industries (Encouragement) Law or the Industrial Incentives Law.

The textile producers and their approved export products are as follows: Broadway Industries, Ltd., embroidered articles; Textiles Manufacturer, Ltd., yarn and cloth from jute; Patricia Dennis Brassieres, S.A., brassieres, garter belts, and girdles; Outer Garments, Ltd., outer garments; Trade Wind Fashions, Ltd., shirts, pajamas, waterproof pants for babies, outer garments, dresses, shirts, dusters, robes, and trousers; and Henley Manufacturing Co., Ltd., shirts. The approved export manufacturer status granted in 1959 to Spanish Town Manufacturing, Ltd., for girdles, garter belts, and brassieres, has been revoked.

Exotic Fruits Export, Ltd., has been granted approved export manufacturer status for production of frozen fresh coconut meat.

The Government also has granted approved export product status to the following groups of commodities: Die, sets, taps, jigs, and other assembly fixtures; refined carnauba wax; and blouses for ladies and girls.

Haitian Commission Accepting U.S. Claims

PORT-AU-PRINCE.—Haiti has established a special claims commission to consider commercial claims of U.S. firms or citizens against agencies of the Haitian Government for goods or services furnished between October 1, 1950, and September 30, 1961, according to the U.S. Embassy.

Claimants are required to submit their cases within a 3-month period from the "date of publication" of the Presidential decree of December 26, 1961, which established the commission. As it is not clear whether the 3-month period for submission is meant to run from the date of the decree (December 25, 1961) or from the date of its actual publication (February 22, 1962), claims should be submitted as soon as possible.

Claims should be addressed to: Commission de Contrôle et de Réglement des Créances Privées Américaines, c/o Département des Finances et des Affaires Economiques, Port-au-Prince, Haiti.

U.S. Food Processing Techniques To Be Shown at Osaka Trade Fair

AMERICAN FOOD processing and packaging techniques will highlight the U.S. Exhibition at Japan's Fifth Osaka International Trade Fair, April 5-25. Theme of the U.S. displays this year is "Modern Food Processing for Better Living."

Emphasizing the importance the U.S. attaches to this international exhibition, Postmaster General J. Edward Day will represent the U.S. at "America Day" ceremonies on April 10 at the Osaka fair.

His itinerary includes conferences with local industrialists, meetings with government officials, and studies of the Japanese postal system.

The Osaka fair, a major commercial event in the Far East, takes place at a time when trade between the U.S. and Japan is at an all-time high. Foreign trade specialists note that the Japanese government recently approved the largest foreign exchange budget in that nation's history: $4,339 million for the fiscal half-year ending March 31. This allocation was more than 6% above the previous half-year figure.

This year in Osaka the U.S. Exhibition will occupy a newly designed demountable pavilion with about 44,000 square feet of interior and exterior display space (*see cover picture, this issue*). All exhibits will be animated, showing American-made capital goods performing various food processing and packaging tasks.

Nutritional Benefits

The exhibition also will point up the nutritional benefits which stem from the varied balanced diets available to Americans, and the wage benefits which have accrued to U.S. farmers, packinghouse workers, truck drivers and others in the food industry and related occupations.

Japanese fairgoers will see a working model of a soft drink bottling plant, a machine which extracts and cans citrus juice, equipment which produces "foam" for freezer and refrigerator insulation, and a machine which makes plastic bags. Freshly baked pastries and ice cream will be produced on the spot with practical demonstrations of new bakery equipment, and machinery for making soft ice cream from reconstituted milk.

All of these, plus a pretzel tying machine, ice making equipment, a sausage stuffing exhibit, a corner of a supermarket, and a model demonstration kitchen are expected to attract more visitors than the 641,000 who toured the American Pavilion during the 1960 Osaka fair.

The Office of International Trade Fairs, Bureau of International Business Operations, has enlisted the services of two leading home economists to demonstrate the model kitchen. Miss Katherine R. Smith of the National Canners Association and Mrs. Eugenia D. Hatcher of the General Foods Corp. will spend three weeks showing fair visitors how American products reduce housewives' tasks. During the demonstrations, bi-lingual explanations will be given by Japanese aides.

Greetings from President Kennedy to the Japanese people will be prominently displayed in the American Pavilion's entrance area. In his message, the President states: "Japan and America, in developing their economies, have done so primarily with the needs of the consumers in mind. One of the most vital aspects of our economies concerns modern food processing for better living. . . . We should like to show how American manufacturers and workers, cooperating within a free society, contribute to national vigor and continued growth.

". . . By displaying some of our own products and techniques at the Fifth International Trade Fair, we now hope to stimulate an even greater exchange of ideas between our two countries on modern food processing for better living."

U.S. imports of olive oil in 1961 totaled 29,550 short tons, up 14% from 1960 and the highest import level since 1954 when 30,684 tons were imported, according to the Foreign Agricultural Service.

Most of the increase came from Spain, the principal supplier, although the quantity imported from Tunisia more than doubled from the low 1960 level.

U.S. Feedgrains Show Set For London Trade Center; Nutritionists to Speak

THE QUALITY, availability and nutritive value of U.S. feedgrains, soybeans and soybean meal will be demonstrated at a feed show at the U.S. Trade Center in London March 20 to April 10.

The show will be the first agricultural exhibit of 1962 at the Trade Center, established last year by the Department of Commerce, with Department of Agriculture participation, as a part of the U.S. foreign trade expansion program.

The U.S. Feed Grains Council, the Soybean Council of America, and Great Plains Wheat, Inc., will participate as cooperating industry sponsors.

The exhibit will stress America's vast potential for supplying quality feeds and will feature a laboratory showing how American grains are tested and graded. It will present a complete assortment of the equipment needed, and it will dramatize America's vast potential for supplying bread and feed grains of high quality.

The use of American corn (known as maize in the United Kingdom), grain sorghums and soybeans and soybean meal in British feeds will be emphasized. Recent progress in animal and poultry nutrition will also form part of the exhibit.

Leading animal nutritionists from the United States will present papers on the particular problems of feeding beef and dairy cattle, hogs and poultry at conferences on three special days during the three-week feed show.

Also on display will be the apparatus for making the sedimentation test for wheat. This test is a simple, rapid and inexpensive method for estimating the bread-baking strength of wheat.

The exhibit is expected to attract the interest of British grain importers, handlers, merchants, millers and feed manufacturers. The United Kingdom is America's best customer for corn, purchasing almost $100 million worth in 1960-61. It also is one of this country's best customers for grain sorghums, taking about $13 million worth in 1960-61.

Photographic Product Trade Of United States Increases; Exports Up $14 Million

U.S. oversea trade in photographic products continued their upward trend in 1961.

Exports of still picture photographic products and motion picture film and equipment totaled over $135 million in 1961—a substantial 11.5% gain over the 1960 total of about $121 million. Almost 50% of the exports were of sensitized goods (film and paper).

Meanwhile, imports of photographic products into the United States increased 8.7% in 1961 to a total value of $73 million over 1960 imports of $67 million, according to preliminary figures of the U.S. Bureau of the Census.

Some Exports Up 24%

Foreign shipments of still picture products totaled $84.1 million, a 15.7% increase over 1960 exports. Exports of photographic paper were up 24% in 1961, foreign shipments of photographic film were up about 12%, and there was a 5% increase in exports of still cameras and parts. Exports of microfilm and photocopy equipment went from $6.1 to $7.7 million and photographic processing and finishing equipment from $6.1 to $8 million. Still picture projectors and photographic and projection lenses also increased.

Motion picture film and equipment exports in 1961 amounted to $51.7 million, about 6% higher than in 1960. Exports of exposed feature films, both 35-mm. and 16-mm., recorded the largest increase, 24% over those for 1960. There were also increased foreign sales of motion picture cameras, 16-mm. and 35-mm. and over, motion picture screens, arc lamps, and studio equipment.

Imports Gain

The value of imports of cameras and parts, lenses, films, and paper, all recorded increases in 1961.

The number of foreign still cameras imported in 1961 dropped sharply. There was an increase in value, however. More higher-priced cameras are now being imported. In 1960, 1.6 million cameras were imported valued at $18 million, while in 1961 only 862,673 cameras, valued at $18.8 million, were brought into the United States. Box-type cameras dropped 55% in quantity. Cameras valued less than $10 each fell about 80%.

Imports of motion picture cameras continued up. A total of 200,486, valued at $5.7 million, were imported compared with 1960 imports of 184,153 cameras, valued at $3.8 million.

Photographic film imports were valued at $13.8 million, about 10% higher than in 1960. Most of the increase occurred in imports of X-ray films. Imports of photographic paper were valued at $16.1 million, about 15% higher than in 1960.

How U.S. Textile Firms Can Sell To the Growing German Market

BREMEN.—Market prospects are favorable for U.S. textile exports to the Federal Republic of Germany. There are now 25 specific American textile products which have good sales prospects in Germany, the U.S. Consulate General reports.

Although U.S. sales of textiles to Germany amounted to only 3,804 metric tons the first 6 months of 1961 and represented just 3.1% of all German textile imports, there is nevertheless good cause for optimism among American textile exporters.

German firms, associations, and purchasing cooperatives agree that U.S. textile manufacturers can, by emphasizing certain marketing techniques, substantially increase their sales in Germany.

American textile items with good prospects for sales in Germany include:

Children's and teenagers' clothing of all kinds; infants' wear; knitted goods of manmade fibers; blouses; and women's bathing suits of manmade fibers. Also, ladies' and men's underwear of manmade fibers; petticoats; towels; blue jeans for men; casual and sports clothes; quilted women's housecoats, especially nylon and printed cotton aprons; and women's nightgowns and foundation garments.

Also, women's summer dresses, Orlon sweaters; stockings of manmade fibers; men's socks of manmade fibers, particularly stretch socks and Dacron socks of heavier weight for winter wear; and specialized work clothes of knitted manmade fiber material.

Others are curtain fabrics of manmade fibers or filaments; printed plastic material for use in interior decorating; spun yarns of manmade fibers and continuous filament yarns of manmade fibers; and fabrics for outerwear garments made from wool and manmade fiber blends.

Present textile import quotas in Germany are global quotas for all countries except OEEC countries and the Soviet bloc. Textile imports from OEEC countries are completely liberalized. Soviet-bloc countries are assigned specific quotas.

Import licenses for all those U.S. nonagricultural commodities in which the United States has a significant exporter interest are now being granted by the Federal Republic of Germany automatically and without limit (FCW, July 4, 1960, p. 17).

Leading U.S. textile products exported to Germany in Jan.-June 1961, according to official German trade statistics, were manmade fiber continuous filament yarns, 2,259 metric tons; manmade fiber fabrics, 771 metric tons; cotton fabrics, 357 metric tons; fabrics of flax, hemp, and hard fibers, 41 metric tons; and 225 metric tons of clothing and other finished textile products, primarily men's shirts, woven underwear, and linens. Also, knitted goods, primarily made of manmade fibers, 23 metric tons; and 118 metric tons of miscellaneous textile products, including ropes and cordage, technical fabrics, nettings, felts, and felt products.

Market Competitive

The textile market in Europe is extremely competitive, the German organizations reported, with France, Italy, the Netherlands, Austria, Switzerland, and Japan particularly active.

With distances so short within Europe, European competitors can keep in constant contact with German buyers, survey the market very closely, and quickly adapt their production to meet German style and price requirements.

How To Sell to German Market

The basic marketing technique suggested for U.S. textile exporters is to adapt to German market requirements by altering production lines to provide the goods, in desired quantities, that the Germans want.

- The German consumer expects his clothes to last for a long time and insists on stronger, sturdier stitching.
- The most popular fabrics in the German market are not as bright but are heavier than fabrics sold in the United States.
- The average German woman's figure differs in important respects from the average American woman's figure, a recent study of the German female figure showed. It was reported that American women's clothing has often proved unsuitable and has gone unsold in the stores. This study is entitled *Ergebnisse der Reihenmessungen an Frauen und Maedchen, und Vorschlag fuer ein einheitliches Groessensystem fuer DOB.*

(See Textiles, page 488)

Cement Plant in Korea To Use U.S. Supplies

Korea, which needs materials for major construction projects, will have a second cement plant with the assistance of a U.S. Government loan.

The Agency for International Development has recently approved a $4.25 million loan for this purpose. The loan will be used to buy cement-processing and other equipment in the United States.

The loan will go to the Hyun Dai Construction Co., Ltd., of Seoul, a leading Korean business firm. Founded in 1947, by Chung Ju Yung, its president, it has operated successfully in several fields besides construction.

The company will set up a dry-process cement plant with a capacity of 150,000 tons a year near Tanyang, in central Korea.

Other purchases in the United States will include general plant equipment such as pumps, compressors, shop and laboratory equipment, and materials-handling and electrical equipment.

A U.S. consulting engineering firm will be employed to prepare plans, specifications and bid documents, and supervise installations.

Textiles . . .

(Continued from page 487)

published by DOB-Verband, Arnoldstrasse 16, Duesseldorf, and sells for $1.

Exhibiting at trade fairs is the most important single method of winning a wider share in the German market, all contacts agreed.

The experience of one American firm at the International Women's Outer Garments Fair at Duesseldorf in December 1960 showed that important results can be obtained by exhibiting at such fairs. This New York firm found that their sales at the Fair were *more than five times* their most optimistic expectations.

The major textile and clothing fairs in Germany scheduled for the balance of 1962 are:

DUESSELDORF.—Internationale Verkaufs- und Modewochen der Damenoberbekleidung IGEDO-DOB (International Sales & Fashion Weeks for Ladies' Outerwear)—March 25-29.

MUNICH.—Modewochen Muenchen, Musterung für den Winter 1962/63 (Fashion Week, Review for the Winter 1962/63)—March 30-April 3.

FRANKFURT.—Seventh Interstoff, Fachmesse für Bekleidengstextilien (Fair for Clothing Textiles)—June 19-22.

COLOGNE.—Internationale Herren-Mode-Woche (International Fashion Week for Men)—Aug. 25-27.

HAMBURG.—Norddeutsche Textil-und Bekleidengs-Messe (North German Textile and Clothing Fair)—Sept. 8-9.

MUNICH.—Modewoche Muenchen, Musterung für den Sommer—1963 (Fashion Week, Review for Summer 1961)—Oct. 7-14.

DUESSELDORF.—Internationale Verkaufs- und Modewochen der Damenoberbekleidung IGEDO-DOB (International Sales & Fashion Weeks for Ladies' Outerwear)—Oct. 21-26.

FRANKFURT.—Eighth Interstoff, Fachmesse für Bekleidunstextilien (Fair for Clothing Textiles)—Dec. 4-7.

American companies were urged to see that samples reached exhibitors on time.

It was recommended that American firms establish more agencies in Germany to offset the geographical advantages enjoyed by European competitors.

American firms were urged to consider sponsoring visits by German-buyer groups to American fairs so they might see at first hand what U.S. producers are offering—especially in the way of new items.

The large department store chains, such as Karstadt, with headquarters in Essen; Kaufhof, Cologne; and Hertie, Hamburg, have their own purchasing agents in the United States. The large purchasing cooperatives maintain close contact with similar U.S. cooperative purchasing organizations.

American firms were urged to contact German firms and purchasing organizations, in order to establish contact with their U.S. representatives.

German assocations may be willing to supply names and addresses of their members. The names and addresses of German department store chains can be obtained from the first trade association in the following list. These German trade associations are interested in the textile and clothing trades.

1. Bundesarbeitsgemeinschaft der Mittel-und Grossbetriebe des Einzelhandels e.V. (National Association of the Department Stores and Medium-Sized Stores).
   Kaiser-Wilhelm Ring 29, Koeln.
2. Zentralverband Gewerblicher Einkaufsvereinigungen des Handels e.V. (Central Association of Purchasing Cooperatives of the Trade).
   Neumarkt 14, Koeln.
3. Bundesverband des Deutschen Textileinzelhandels e.V. (National Association of the Textile Retail Trade).
   Sachsenring 89, Koeln.
4. Gesamtverband des Deutschen Textilgrosshandels e.V. (National Association of the German Textile Wholesale Trade).
   Gluchstrasse 7, Bonn.
5. Verband der Damenoberbekleidungsindustrie DOB-Verband (Association of Manufacturers of Ladies' Outer Garments).
   Arnoldstrasse 16, Duesseldorf.
6. Verband der Herren- und Knaben-Oberbekleidungs-Industrie e.V. (Association of Manufacturers of Men's and Boy's Outerwear).
   Westendstrasse 61, Frankfurt a.M.
7. Fachverband Berufs- und Sportbekleidungsindustrie e.V. (Association of Manufacturers of Working and Sports Clothes).
   Bismarckstrasse 114, Muenchen-Gladbach.
8. Bundesverband Bekleidungsindustrie[1] (National Association of the Clothing Industry).
   Gluckstrasse 7, Bonn.

[1] This association is a roof organization comprising all the individual branches of the clothing industry. It may be addressed for information regarding such commodities, such as fabrics, which do not fall within the competence of the more specialized branches listed under 5-7 above.

A complete register of German purchasing cooperatives has been published by the DACO-Verlag, Stuttgart-O, Richard-Wagner-Strasse 10, and is entitled, *Handbuck der Textil- Einkaufsverbaende des In- und Auslandes.*

Marketing Tips for Sales To Germany

1. Exhibit at German trade fairs.
2. Establish more agencies in Germany.
3. Adapt to German market requirements.
4. Sponsor visits of German buyers to U.S. fairs.
5. Display samples earlier in Germany than in United States.
6. Write and advertise in German.

The difference in buying seasons in the United States and Germany was a major factor cited by all German contacts. The time for displaying samples in Germany occurs earlier than in the United States. American samples are often received too late to influence the German buyers.

- Samples for fall and winter clothing fashions should be shown to the German retail trade in late March and early April, according to the manager of the Damen-Oberbek-leidungs-Verband.

- Clothing manufacturers should receive sample fabrics from the weavers in the previous November and December. These sample fabrics, however, can be ordered on the basis of selections from smaller samples which must be available in September or October.

- Samples of spring and summer clothing, according to this source, should be shown to the retail trade in October and November.

- Clothing manufacturers should have fabric samples in August and September, and small samples in July and August.

Finally, American firms should correspond and advertise in the German language. It was recommended that companies advertise extensively in German textile trade and women's magazines and provide other advertising literature and catalogs in the German language.

Italy's unmanufactured tobacco exports in the first 9 months of 1961, were 25.6 million pounds, were 5.2 million larger than the January–September 1960 level of 20.4 million, the Foreign Agricultural Service reports.

Shipments to West Germany rose from 10.7 million pounds to 14.1 million. Exports to the Netherlands were 1.3 million pounds greater than for the similar period in 1960.

Oversea Butyl Rubber Plant To Be Set Up by Canada

One of the first two oversea ventures for the Polymer Corporation, Ltd., a firm owned by the Canadian Government, will be a plant near Antwerp, Belgium, to produce Butyl rubber.

Construction is scheduled to begin early this summer, with completion by the end of 1963, according to a U.S. Foreign Service dispatch.

The Polymer Corporation of Sarnia, Ontario, Canada, is one of the world's largest synthetic rubber producers. At present, Butyl is produced only in the United States, Canada, and France. Total world capacity is close to 200,000 long tons.

Polymer Corporation is also setting up another plant to produce synthetic rubber near Strasbourg, France. Cost of the Strasbourg plant, which will be near refineries to be served by a crude oil pipeline from the Mediterranean, is estimated at $12 million.

Guatemalan . . .

(Continued from page 481)

banking system, with its fixed interest charges which were probably below the equilibrium rate of interest, could not accommodate all borrowers. However, a significant increase in the volume of domestic credit outstanding occurred in the quarter, much of it to meet seasonal needs for larger inventories. Total loans and discounts of the banking system reached 110.7 million quetzales in August (1 quetzal=US$1).

To direct more credit toward agriculture and industry, the Monetary Board ordered a freeze on credit lines for commercial purposes. The Bank of Guatemala expanded its advances to the commercial and state banks to 31.6 million quetzales on December 14, compared with 28.4 million quetzales at the end of September. Such advances were only 29.2 million quetzales at the close of 1960.

The foreign exchange position of Guatemala approached its seasonal low at the end of the quarter. Net reserves of the Bank of Guatemala declined to $40.3 million at the end of November, compared with $46 million at the end of August. The net reserve position was $45.8 million at the close of 1960. The decline in reserves may be attributed to a continued high level of imports despite falling export income, especially from coffee.

French exports of butter in the first 11 months of 1961 at 100 million pounds were more than twice those of comparable 1960, according to the Foreign Agricultural Service.

U.S. Shoe Exports Down, Imports Up

WITH their higher prices, American shoes are meeting more competition in the European market, particularly from Italian shoes.

American exports of footwear, other than rubber, dipped 7% in quantity and 4% in value in 1961 over a year ago. The greatest declines were in exports of infants' and children's shoes, down 31%, and in slippers and moccasins for housewear, down 29%.

Meanwhile, imports of footwear into the United States rose 38% in quantity and 12% in value.

Exports of leather and part leather footwear from the United States continued at a downward trend. They dropped from 3,504,712 pairs in 1959, to 3,244,316 pairs in 1960, and still further to 3,034,545 pairs in 1961, according to preliminary figures of the U.S. Bureau of the Census. These exports were valued at $11,398,985 in 1959; $9,399,731 in 1960; and $8,991,574 in 1961.

While exports to Canada, Mexico, and the Netherlands Antilles—the principal U.S. foreign markets—declined, exports to other markets, Panama and Bermuda, increased. U.S. sales to Panama were up 20% in quantity and 25% in value. Those to Bermuda inched up 7% in quantity and 1% in value.

Shipments were down 31% to Canada, 4% to Mexico, and 14% to the Netherlands Antilles.

The average prices for U.S. exports of footwear have ranged from $3.25 in 1959, to $2.90 in 1960, and then to $2.96 in 1961.

Leading Imports from Italy, Japan

U.S. imports of nonrubber footwear have been rising. These increased from 22.3 million pairs, valued at $44.4 million, in 1959; to 26.6 million pairs, valued at $53.3 million, in 1960; to 36.8 million pairs, valued at $59.8 million, in 1961.

Japan supplied 49% of the pairs imported but only 12% of the value. On the other hand, Italy supplied 49% of the value and slightly less than 30% of the pairs.

Imports of nonrubber footwear from Japan jumped from 10.9 million pairs valued at $4.6 million in 1960 to 18 million pairs valued at $7.4 million in 1961. The average price per pair was 43¢ in 1960 and 41¢ in 1961.

U.S. imports from Italy increased from 8.2 million pairs valued at $26 million in 1960 to 10.9 million pairs valued at $29.1 million in 1961. The average price per pair was $3.18 in 1960 but dropped to $2.66 in 1961.

Imports from the United Kingdom declined slightly, from 1.8 million pairs valued at $9.3 million to 1.6 million pairs valued at $8.1 million. The average price per pair dropped from $5.13 to $5.05.

World Steel Output Reaches New Record

World steel output in 1961 set a record of 375 million net tons, exceeding 1960 production by 15 million tons or 4%.

The figures do not include the output of Communist China, which reportedly produced about 20 million tons in each of the last 2 years.

U.S. output at 98 million tons was down about a million tons, or about 1%, from 1960. Although still the largest world producer, this country accounted for only 26% of output in 1961 compared to 46% 10 years ago.

Production in 1962 is expected to reach about 107 million tons. This would be the best U.S. production year since the 112.7 million tons produced in 1957.

Japanese Output Gains

Japan, with an output exceeding 31 million tons, recorded the largest country increase, almost 7 million tons or 28% over 1960, moving her to fourth place among steel producers. Record sales of over 6 million tons of ferrous scrap from the United States last year aided Japan in attaining this mark.

Steel output in the U.S.S.R. also continued its steady rise, reaching 78 million tons, an increase of 6 million tons or 8% over 1960. The 1962 plan calls for an output of 84.8 million tons. Production in the 6-country European Coal and Steel Community rose less than 1%, with an 11% increase in Italy offsetting decreases in West Germany and Belgium.

The principal decline in by-country output was the 8% drop in the United Kingdom, which resulted mainly from inventory reduction by consumers.

The expected increase in the United States and the expanding capacity elsewhere will bring a new record for world output in 1962, BDSA predicted.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Foreign Businessmen, Firms Penalized For U.S. Export Control Violations

Seven foreign businessmen and five firms have been penalized for violations of the U.S. export control regulations.

● Two Swiss businessmen have been permanently denied all U.S. export privileges, and the Swiss import-export firm with which they were connected and one of its employees have been placed on one-year probation.

Named in the denial and probation order are: E. Schnellman Ing. & Co., and Richard Frei, an employee of the company, both of Zurich, Switzerland.

Prohibited, effective March 12, from further U.S. export privileges for the duration of U.S. export controls are: Eugen Siegrist, Kusnacht, Switzerland; and Hans Hangartner, Uitikon, Switzerland. At the time of the violations, Siegrist was a partner of Schnellman and Hangartner was a sub-distributor of U.S.-origin commodities for Schnellman and other companies.

Siegrist, in the name of the Schnellman firm, ordered from a U.S. supplier two steam generators with accessories, for 72-volt direct current, valued at over $7,000. Siegrist then arranged with Hangartner for transshipment of the generators from Switzerland to the intended destination, a Soviet bloc country.

● A Swiss import-export firm, its manager, and a Swiss sales agent have been permanently denied all U.S. export privileges. Named in the denial order, effective March 8, are Inter S. A. and Gigi Martinoni, both of Locarno, Switzerland; and Simon Abram Silberstein, Lausanne, Switzerland.

The Bureau said Martinoni, acting through Inter, ordered 22,178 pounds of pure titanium scrap valued at $17,800 from a U.S. supplier, declaring that the scrap was being resold to an Italian customer. Martinoni thereupon connived with Silberstein, who was registered to do business in Milan, to get an Italian import certificate which was required for issuance of a U.S. export license. In order to obtain the certificate, Silberstein certified falsely to the Italian Government that the titanium would be imported by him into Italy.

The import certificate was obtained, the goods licensed by the Bureau, and the shipment proceeded to Rotterdam en route to Italy. The shipment never arrived in Italy, having been illegally diverted and sold by Martinoni to another destination without U.S. or Italian Government knowledge and consent.

Under the order, the denial of U.S. export privileges applies not only to the named company and persons, but also to CELTICO, a firm name used by Silberstein.

● De Swaan Bonnist, Amsterdam, the Netherlands, a firm dealing in fibers and bagging materials, has been barred indefinitely from all U.S. export transactions for refusing to answer questions concerning its disposition of U.S.-subsidized cotton bags. The Bureau has reason to believe that the bags had been transshipped to a Soviet bloc country in violation of U.S. export controls.

As part of its investigation, the Bureau sent De Swaan a formal questionnaire to determine whether 140,000 new cotton bags, valued at over $36,900, were illegally on-shipped by the firm despite the Bureau's refusal to authorize the shipment. The bags were sold and exported to De Swaan Bonnist under the U.S. Department of Agriculture subsidy program.

The Bureau said the order, effective March 8, was issued to protect the public interest and to achieve effective enforcement of the export control regulations. It will remain in effect until the firm furnishes adequate replies to the Bureau's letter.

● Two West German companies, their owners, and a businessman in Morocco have been denied all U.S. export privileges for the duration of U.S. export controls. The denial order, effective March 7, was issued against Gustav Thimet and his export-import firm, Gustav Thimet & Co., and Africanus Bartels and his freight forwarding firm, Africanus Bartels Internationale Spedition, all of Frankfurt am Main, West Germany; and Reinhard Von Den Velden of Tangier, Morocco.

The Bureau's order is based on two transactions, one involving shipment of a twelve-inch electromagnet used for laboratory research, valued at $9,410; and the other covering a noise and field intensity meter, a strategic electronic measuring instrument valued at about $7,400.

Thimet and Bartels obtained the electromagnet by falsely representing to the U.S. supplier that it was to be used by another German company, and then transshipped the instrument to a Soviet bloc customer in disregard of U.S. law.

The intensity meter required a West German Government import certificate to be licensed for export from the United States. Thimet and Bartels, acting in concert with Von Den Velden, obtained the certificate by falsely representing to the West German Government that Von Den Velden's Tangier firm was the end user of the instrument, and that the order had been placed through an intermediary Liechtenstein firm, which they knew was a fictitious one.

When the intensity meter arrived in West Germany, Thimet and Bartels transshipped it to the actual customer, a Czechoslovakian company, in violation of the West German and U.S. export control regulations.

Under the terms of each denial order, the named persons and firms, and any others which may be or become associated with them in the conduct of trade, are prohibited from engaging in any transactions involving U.S.-origin goods or technical data. This includes ordering, receiving, disposing of, forwarding, financing, or other participation in U.S. exports, either directly or indirectly. The order further states that no other person or firm may engage with them or on their behalf in any such transactions.

Volkswagen of America Agrees to Court Order Against Price Fixing

A proposed consent judgment, which would terminate antitrust charges against Volkswagen of America, Inc., and 14 Volkswagen distributors was filed on March 9 in United States District Court in Trenton, N. J., the U.S. Department of Justice has announced.

Attorney General Robert F. Kennedy said the defendants have agreed in the proposed judgment to a court order forbidding them to participate in wholesale or retail price-fixing arrangements for Volkswagen sales in this country. Under the Department of Justice's new consent judgment policy, the proposal will become final after 30 days, unless modified in the interim.

The Department suit, filed December 4, 1957, charged that the defendants had fixed arbitrary and noncompetitive prices for wholesale distributors or retail dealers. In addition, the suit asserted that the defendants required distributors and dealers to adhere to territorial restrictions and to sell only Volkswagen cars.

Mr. Kennedy said the Department of Justice will move at the time the proposed judgment becomes final to dismiss without prejudice to renewal the charges of exclusive sales and territorial restrictions.

Volkswagen of America, Inc., a wholly owned subsidiary of the Volkswagenwerk G.m.b.H. of the German Federal Republic, supervises distribution and sale of Volkswagen products in this country. The fourteen defendant distributors buy cars from Volkswagen of America for sale to retail dealers.

Nicaragua . . .

(Continued from page 478)

tors and exhibitors agreed to share it. President Somoza on November 17 announced a new tax reform program which included increasing the income tax and the taxes on real and movable property, as well as export taxes of 3% on coffee and cotton and on other exports.

The reform measures were associated with the Alliance for Progress and all but the export taxes were presented to Congress on December 20, but had not been approved by the end of January. Cottongrowers protested vociferously against the export tax and were supported by coffee producers. By January 15 the export taxes had been withdrawn in favor of a 3% income tax withholding system on the value of all agricultural production sold for export or processing.

Airport Survey Completed

The feasibility study for improvement of the Managua airport to handle jet traffic has been completed and presented to the Government of Nicaragua by a U.S. consulting firm. The study will enable the Nicaraguan Government to complete its application for a loan of some $3 million from the Development Loan Fund.

The $6.8 million Development Loan Fund-Export Import Bank loan for feeder road construction will provide the funds for an increase in roadbuilding activity during the dry season from January to May 1962. Equipment already has been ordered and preliminary work is underway. Work on the Inter-American Highway continued on schedule and work on the Rama Road was to resume now that the rainy season is over. The road is expected to be open to traffic up to the Siguia River by May 1963.

U.S. To Assist India in Financing Commodity Imports, Powerplant

Three U.S. Government loans to India totaling $136.6 million plus the equivalent of $18.9 million in U.S.-owned Indian rupees have been authorized, according to the Agency for International Development.

The three AID loans are:

- $100 million to the Government of India for financing the import of critically needed industrial commodities.
- $33.6 million to finance the dollar cost of a 250,000 kilowatt thermal power station to be constructed at Dhuvaran, near Cambay, in the State of Gujarat. The loan of U.S. Government-owned rupees in the amount of $18,900,000 will be used for the local currency costs of this project.
- $3 million to Premier Automobiles, Ltd., of Bombay. This will supplement a previous AID loan of $7,200,000 to Premier and will be used to import machinery from the United States to step up production of trucks and automobiles.

The $100 million import loan will be used to purchase in the United States fertilizers, nonferrous metals, and such industrial commodities as synthetic rubber, tire-cord yarn, carbon black, sulfur, woodpulp, and spare parts.

The Cambay thermal power station, to be financed by the second loan, will be one of the biggest sources of electric energy in western India. Cambay is the third quarter-million kilowatt unit to be constructed in India with U.S. financial assistance. The other two plants are being erected at Chandrapura, in the Damodar Valley, and Talcher in the State of Orissa. The United States has made foreign exchange loans to seven other thermal power projects and two hydroelectric projects being contructed in India.

The Cambay station will consist of four 62,500 kilowatt turbo-generator units.

The project includes the erection of 245 miles of high-power transmission lines and also a 6-mile-long railway spur to provide a connection with main rail lines. The first unit of the Cambay plant is scheduled to be commissioned in the latter half of 1963, with the other three units by the end of 1964.

The Premier Automobile loans are to be used to increase production of motor vehicles in India and to modernize its plant. On the basis of anticipated output of trucks and automobiles, foreign exchange savings of up to $2.1 million are expected to be realized annually from Premier's ability to meet its own sheet-metal needs without resort to imports.

Korea, Iran To Purchase Surplus Farm Products

The U.S. Government has signed agreements with Korea and Iran for sale of agricultural commodities under Title I, Public Law 480.

The agreement with Korea is for $22.5 million worth of cotton, about 150,000 bales; $15.5 million worth of wheat, about 9.2 million bushels; and ocean transportation (estimated), $2.8 million.

Proceeds from this sale are to be used for loans by the Agency for International Development (AID) to private U.S. and Korean business firms, for common defense, for payment of U.S. obligations abroad and various other U.S. purposes.

Iran is to purchase $1.5 million worth —including certain ocean transportation costs—of cottonseed and/or soybean oil, about 8.8 million pounds. Proceeds from this sale are to be used for loans by the Agency for International Development (AID) to private U.S. and Iranian business firms, for economic development loans, and for various U.S. uses.

Cigarette sales in Norway during the first half of 1961, at 720 million pieces, were 9.5% smaller than the 787 million sold during January-June 1960, according to the Foreign Agricultural Service.

Cigar sales totaled 13 million pieces, and were considerably larger than the 8 and 8.3 million sold during the comparable period of 1960 and 1959, respectively.

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Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

March

19-23.—13th Annual Institute on Foreign Transportation and Port Operations, University Center, Tulane University, New Orleans, La.

20.—Annual Rhode Island World Trade Conference, Colony Motor Hotel, Providence, R.I. Sponsors: World Trade Club, Greater Providence Chamber of Commerce; Manufacturing Jewelers and Silversmiths of America, Inc.; National Metal Trades Association; Rhode Island Development Council. Commerce speaker: Secretary of Commerce Luther H. Hodges.

20.—Monthly luncheon, Council on World Affairs, Cleveland, Ohio.

20.—World Trade Seminar opening session, Jacksonville, Fla. Sponsor: Jacksonville Chamber of Commerce; Southeastern Division, Office of Education, Department of Health, Education, and Welfare; U.S. Department of Commerce Jacksonville Office. Commerce speaker: Henry J. Dempsey, Bureau of International Business Operations.

20.—World Trade Seminar, University of Iowa, Iowa City, Iowa. Commerce speaker: Assistant Secretary for International Affairs Jack N. Behrman.

22.—National Editorial Association meeting, Washington, D.C. Commerce speaker: Assistant Secretary for International Affairs Jack N. Behrman.

23.—East Texas Foreign Trade Seminar, Tyler, Tex. Sponsors: Chambers of Commerce of East Texas.

23.—Societies of the Port of Philadelphia, Philadelphia, Pa. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

24.—District conference, Rotary International, Chalfonte-Haddon Hall, Atlantic City, N.J. Sponsor: Rotary Club of West Chester, Pa. Subject: Effects of International Competition. Commerce speaker: William B. Dale, Bureau of International Programs.

24-April 1.—International Photography Fair, 34th Street Armory, New York, N.Y.

26.—Harvard Business School Association meeting, Chicago, Ill. Commerce speaker: Deputy to the Under Secretary of Commerce, John Stillman.

27.—Export Clinic (5th in a series), Federal Building, Phoenix, Ariz. Subject: International Lending Agencies. Sponsor: Arizona Regional Export Expansion Committee.

27-28.—45th Annual Convention, International Executives Association, Inc., Hotel Statler, New York City.

29.—Mid-Western Financial Management Seminar of the St. Louis Chapter, Federal Government Accountants Association. Session from 8 a.m. to 5 p.m., St. Louis University. Subject: American Dollars in the World Market.

29.—Monthly meeting, West Michigan World Trade Club, Morton House Hotel, Grand Rapids, Mich. Commerce speaker: Patten D. Allen, Bureau of International Programs.

29.—Joint dinner meeting, World Trade Club of St. Louis and Foreign Credit Chapter, St. Louis Association of Credit Management. Subject: Foreign Credit Insurance Association. King Louis IX Room, Union Station.

29-30.—Second Annual Washington Conference on Business-Government Relations in Marketing. Shoreham Hotel, Washington, D.C. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

April

1.—Annual convention of St. Louis Archdiocesan Council of Catholic Men, Bishop DuBourg High School, 1 to 4 p.m. Panel of St. Louis exporters: Importance of Exports to Mid America.

5.—American Association of Industrial Editors Convention, Summit Hotel, New York, N.Y. Sponsor: American Association of Industrial Editors. Commerce participants: William Ruder, Assistant Secretary of Commerce for Public Affairs; Eugene Foley, Administrator, Business and Defense Services Administration; John S. Stillman, Deputy to the Undersecretary of Commerce.

5.—Council on Foreign Relations, New York City. Commerce speaker: Assistant Secretary for International Affairs Jack N. Behrman.

5.—Pacific Northwest Export Expansion Conference, University of Washington, Seattle, Wash. Commerce panelist: Paul E. Pauly, Bureau of International Business Operations.

5.—Seventeenth Annual Cleveland World Trade Conference, Pick-Carter Hotel, Cleveland, Ohio. Sponsor: Cleveland World Trade Association. Commerce speaker: H. P. Van Blarcom, Bureau of International Business Operations.

5.—40th Anniversary Luncheon, National Council of American Importers, Inc., Biltmore Hotel, New York City. Speaker: Secretary of Commerce Luther H. Hodges.

5.—First Florida World Trade Conference, Causeway Inn, Tampa, Fla. Sponsors: Florida State Chamber of Commerce; Florida Ports and Foreign Trade Council. Commerce speakers: L. Edward Scriven, E. E. Schnellbacher, Bureau of International Business Operations.

5-6.—American Management Association Seminar: The Available Export Markets for Profit. Summerset Hotel, Boston, Mass.

6.—Annual Business Alumni Association meeting, Baylor University, Waco, Tex. Commerce speaker: Harry C. Meyers, manager, Dallas Field Office.

6.—Annual Management Engineering Conference, New York City. Commerce speaker: Assistant Secretary for International Affairs Jack N. Behrman.

6.—Export Expansion Seminar, Laconia, N.H. Sponsor: Laconia Chamber of Commerce. Commerce speaker: Deputy Assistant Secretary for Domestic Affairs Eugene P. Foley.

9.—American Zinc Institute and Lead Industries Association convention, St. Louis, Mo. Commerce speaker: Assistant Secretary for International Affairs Jack N. Behrman.

9-11.—New England's Annual World Trade Week Conference, Sheraton-Plaza Hotel, Boston, Mass. Sponsor: International Trade Association of New England, Inc.

9-12.—National Packaging Exposition, New York Coliseum. Sponsor: American Management Association.★

10.—American Management Association, Saranac Lake, N.Y. Commerce speaker: Assistant Secretary for International Affairs Jack N. Behrman.

10.—Export Trade Seminar, Management Development Center, University of San Francisco, San Francisco, Calif.

10.—Monthly dinner meeting, Dallas Export-Import Club, Downtown Club, Dallas, Texas.

10-11.—Southern Illinois University IX Pan American Festival, Carbondale, Ill. Commerce speaker: Albert J. Powers, Bureau of International Programs.

12.—Export Trade Development Seminar, Northern Hotel, Green Bay, Wis. Sponsors: Green Bay Area and surrounding Chambers of Commerce; U.S. Dept. of Commerce. Commerce speaker: Charles J. Barrett, Bureau of International Programs.

12.—Monthly meeting, International Trade Club, Chicago, Ill. Subject: 1962 Trade Expansion Act.

12-14.—Fourth Annual Boise-Western States Industrial Trade Show, Boise, Idaho.★

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